

NOTE THE SOAP INDUSTRY SECTION

# The American Perfumer

and Essential Oil Review

## PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

NOV. 1918

VOL.XIII  
NO. 9



USED BY THE LARGEST CONSUMER  
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# The American Perfumer and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer, or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.  
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### REAL CAUSE FOR THANKSGIVING.

It is particularly pleasing this year to be able to extend our Thanksgiving Day greetings to our readers with the knowledge that we all have true cause for rejoicing. The long and most hideous war in history, ended at last, has left a trail of desolation and destruction, but in the industries with which our friends are connected, the effects have been much less severe than anticipated, for which we must be thankful. We also can look forward to a New Era in the world that cannot fail to give us the right to live decently and in peace, to say nothing of the prosperity that is bound to follow the readjustment of this and all other nations.

And while we rejoice in our new found freedom let us say a prayer for the heroes who have died and bled in the cause of civilization.

### OUR WASHINGTON REPORT.

Elsewhere will be found the monthly budget of news from our regular Washington correspondent. It contains a wide variety of news of interest to our readers.

As we go to press Congress has adjourned until December. The nation-wide prohibition bill, passed by both houses and stopping the sale of all liquor for beverage purposes on June 30 and thereafter during demobilization was signed by the President just as the Congress adjourned. Prohibitionists have been rather hopeful lately that the President would reject the measure by veto, but apparently he has decided to give the 3,000,000 or more voters who have been enlisted in the war for civilization a chance to face the issue and decide it. The new law will apply to all of the demobilization period and will give friends and foes of alcohol an equal chance to decide what is best for the Nation. The law does not become effective until June 30. The peace terms probably will be settled by that time. The demobilization cannot be finished so soon and there probably will be a bone dry period that will either kill Demon Rum forever or cause a return to even more liberal treatment of the evil than has prevailed recently.

The chief danger in our industries is the possible use of flavoring extracts as substitutes for the liquor people cannot get. It has been a source of trouble right along in "dry" States and now it seems likely to spread over the entire nation. Some solution undoubtedly will be found to meet the situation. Manufacturers of extracts will have to exercise vigilance.

**TRADE BRIBERY TO BE A "CRIME."**

The campaign against commercial bribery by the passage of criminal measures against this practice, now pending in Congress may be given a check on account of the press of war and reconstruction legislation.

There are two bills before Congress, the Fletcher and Cummins measures, intended to make criminal what the Federal Trade Commission already has power to eliminate to a large extent through its orders to "cease and desist," and the publicity which is thereby given. It has also recently adopted the practice of naming in its complaints for commercial bribery not only the corporation involved, but also the chief offender among the representatives of that corporation.

In some respects the Cummins bill providing punishment for individual cases of commercial bribery is considered the more desirable for adoption, but business men at the capital who represent country-wide trades are very much pleased with the following provisions of the Fletcher measure :

That any person who gives to any attorney, agent or employee of another, or any attorney, agent or employee who uses with intent to deceive his principal or employer, any receipt, account, or other document, in respect of which the principal or employer is interested, which contains any statement which is false, erroneous or defective in any material particular, and which is calculated to mislead his principal or employer, whenever such instrument relates to a transaction in interstate or foreign commerce, shall be guilty of a misdemeanor, and shall be punished by a fine of not less than \$500 nor more than \$1,000, or by imprisonment for not less than one year, or by both such fine and imprisonment.

That any person guilty of an offense within the purview of this act who shall report the facts, under oath, within six months after committing such offense, to any United States district attorney, may be granted full immunity from prosecution under this act in respect of the particular offense reported: Provided, Such information shall not then be in the knowledge of such official.

There are fifteen States in which criminal laws have been enacted for the control of commercial bribery, but it is contended by those who are active in the campaign that federal legislation is needed. It is thought that if such legislation fails at the present session, it will be only a question of time when such a law is enacted.

**PLANNING RECONSTRUCTION.**

Many phases of reconstruction will be taken up at the Reconstruction Conference of Individual War Service Committees called by the Chamber of Commerce of the United States for December 3, 4, 5, and 6, at Atlantic City. The sudden termination of the war has brought reconstruction to the front as the one important problem facing business men. In the congress of business interests at Atlantic City there is offered the opportunity for industry to assume the leadership in dealing with those questions which primarily affect business. The program for the conference has not been completed but enough of the details have been worked out to indicate that the conference will approach the problem of reconstruction in a comprehensive way.

**VALUE OF COLORED INSERTS.**

(From *Class*, of Chicago, devoted to the promotion of efficient trade and technical advertising.)

The tendency on the part of advertisers in the trade paper held to make more liberal use of inserts, color work, etc., as a means of hitting their prospects a little harder than usual, is developing so rapidly that the question is often raised, "Does it pay?"

The continued use of big space, embellished with high-class art work reproduced in colors, is its own answer, since advertisers hardly would continue to invest their money in this way if they did not see a specific advantage arising from it.

The value of advertising of this kind is not limited, however, to direct returns nor to inquiries based on the announcement, but it has been determined that in "selling" the sales force all over again, in stirring up renewed interest among dealers already handling the goods, and in contributing effectively to the prestige of the house the plan is well worth while.

**MANUFACTURING PERFUMERS' ASSOCIATION**

A special meeting of the Executive Board of the Manufacturing Perfumers' Association was held November 19, at the Biltmore Hotel, New York. President G. A. Pfeiffer, of Richard Hudnut, presided, the remaining members present being Messrs. Colgate, Spiehler, McConnell, Bradley, Baker, Page, and Secretary Mueller. Other than routine affairs, the following matters were decided upon:

Twenty-fourth annual convention to be held in New York, April 22 and 23, 1918. Although only two days have been set aside for the convention, instead of the customary three days, but we understand that in case the program requires it the meeting will be extended into the third day.

Mr. Spiehler, chairman of the Legislative Committee, reported on the revenue situation. A resolution was passed to arrange for participation in the Trade Conference held in Washington, November 21. This conference was participated in by all industries affected by the excise taxes in the war revenue act. Secretary McAdoo has gone on record favoring the abolition at the earliest date of these taxes, and it is the contention of the industries affected that not only do these taxes yield a relatively small revenue, but they are expensive to collect and are unusually bothersome to the industries affected.

A committee consisting of Messrs. Spiehler, McConnell and Bradley was appointed to draw up a resolution on the death of Vincent B. Thomas, a member of the Executive Board of the Association.

**BRITISH LUXURY TAX DROPPED.**

Mr. Bonar Law, Chancellor of the British Exchequer, announced on October 17 that the Luxury Tax proposals have been dropped. It was hoped, he said, to revert to the tax in the next Budget. Since then hostilities have ended and no doubt now the Luxury Tax is dead for all time. America did not plan to go as far as Britain did, but it is now time for us to see how far we can go the other way. The quicker unnecessary taxation is taken off of so-called luxuries the sooner will normal conditions be resumed.

## DES MOINES NEEDS THE FOOL KILLER.

Every once in a while some obviously ignorant editor calls for the services of the Great North American Fool Killer and now Des Moines, Iowa, puts in a strong bid for his attentions. Here are two items printed in the *News* of that city which will force a horse laugh from all who know how utterly ridiculous the statements are in the face of facts:

Here is news for the men of America—the truth about all women in this country will be known in less than a year.

According to the manager of the drug department of the Harris-Emery department store, no more fine face powder is being imported from France. This means that as soon as the present supply is exhausted, the homely woman can no longer conceal the fact.

Of course there will be cheap powder made in America, but the woman who resorts to its use will run the risk of being mistaken for the cook.

A rose by another name may smell just as sweet—but what about perfumes? Report comes from France that the fields where violets for perfumes were grown are now part of the big battlefield, and an ounce of genuine French perfume is now said to be worth \$700.

Confirmation of this condition is made by local dealers.

"You might as well put the price at \$7,000," said the manager of the drug department of Harris-Emery's department store, "for it is impossible to get genuine imported French perfumes at any price. We began to feel scarcity the first of the year, and would have felt it before that had we not carried some in stock."

Almost everybody knows that the bulk of the sales of so-called face powder in this country for several years has been confined to goods made in America, although there has been a considerable sale of the imported article. One American firm alone sells more than three times the normal imported quantity. As to perfumery, the sales in the United States have long been growing larger in American goods and the fallacy that imported goods might be better is an exploded relic of pre-war times. It might be a good idea for the Fool Killer to hurry up the *News* man's induction into the service and have him sent over to France, where he might learn the difference between essential oils and perfumery, if nothing more. If these items had appeared in a paper of importance it might be worth while for the Manufacturing Perfumers' Association to take action, but in the circumstances there is nothing to do except smile at the verdant oracle who knows it all.

## OUR TRADE MARKS ABROAD.

The American Chamber of Commerce in London, representing American firms doing business in Great Britain, has reached a definite decision on the proposed American National Trade Marks, after long and thorough consideration. The final resolution was as follows: "This chamber agrees with the principle of the bill insofar as it will assist in the protection of American markets abroad, provided—(1) that the mark contains no emblem or device which would be considered in foreign markets as any indication or guarantee of quality and that it shall be a mark of origin in words only, and (2) that it shall be used only in combination with registered American private marks."

## POINTS IN PHILOSOPHY

The signs is bad when folks commence  
A findin' fault with providence,  
And balkin' cause the earth don't shake  
At every prancin' step they take.  
No man is great till he can see  
How less than little he can be  
Ef stripped to self, and stark and bare  
He hung his sign out anywhere.  
My doctern is to lay aside  
Contentions and be satisfied.  
Just do your best and praise or blame  
That follows, that counts just the same.  
I've allus noticed great success  
Is mixed with troubles more or less  
And it's the man that does the best  
That gets more kicks than all the rest.

—James Whitcomb Riley.

## CANADIAN "NON-ESSENTIAL" IMPORTS

A compilation for the fiscal year 1916-17 and for the 10 months of 1917-18, ending February 1, just made available, shows the imports of non-essentials which are included in the Canadian Government's first list of prohibited importations to have aggregated \$36,486,700, as follows: 1916-17, \$18,985,300; 1917-18, \$17,501,400. Further progress in cutting down Canada's luxury imports may be expected. In the calendar year 1917 Canada's total imports reached \$1,005,134,000, so that the ratio of now prohibited importations is less than 2 per cent of the total of Canada's foreign buying. Perfumery, etc., is included in the now essential list. In the 1916-17 period the figure was \$669,900 and in 1917-1918 period it was \$657,800.

## CANCELLING WAR CONTRACTS.

The War Industries Board has issued a statement calling attention to a memorandum issued by Major General George W. Goethals, Assistant Chief of Staff and Director of Purchase, Storage and Traffic, regarding arrangements that have been devised for the termination of war contracts in the public interest where such termination is found necessary. Copies of this statement, which is of considerable length, may be obtained from the board by any firms interested.

## CHEMISTS DEMAND RESTITUTION.

At a meeting of the New York section of the Society of Chemical Industries, October 25, resolutions were adopted calling upon the proper authorities of the various Allied governments to demand that Germany be compelled at the proper time to make restitution for stolen property and machinery in every instance where such a thing is possible. Deliberate destruction and wanton murder were charged in the resolutions.

## Worth More Than the \$5 a Year Journals.

(From Waverly Brown, secretary of Ward & Co., Flavoring Extracts, etc., Chicago, Ill.)

I consider your publication worth twice as much as some others that I now receive, and for which I pay \$5 per year.

## BABSON ON WAR'S LESSON AND BUSINESS

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of victory and business conditions, based upon thorough investigation and careful observation of the field:

"Germany has capitulated! The Allies have won! The war is over! But how? By the invasion of Germany? No! By a great naval battle? No! By marvelous military strategy? No! By Wall St., Threadneedle St., or the Rue de la Banque? No! Germany has failed because her government had not the hearts of her masses. The Allies have succeeded because able longer to hold their own masses in check. This is the simple truth and should now be recognized fearlessly and frankly.

"We owe all honor and glory to the noble soldiers and sailors who have fought for democracy and decency. Shame to anyone who should suggest anything to the contrary. Without their work, the masses of Germany could never have risen and thrown off the Kaiser's hellish yoke. But let us not forget that it was the rising of the masses of Germany against their own government which has brought the war to an end today instead of having it drag out for many years longer. Yes, the real fact is that Germany blew up internally before England, France, Italy or America did.

"But why, then, were the Allies able to hold their people in check longer than Germany? Because the Allied masses had their hearts more in the war. They felt, more than the German masses did, that the governments were being run in their own interests, rather than the interests of property. The war was really a conflict between ideals and things—between hearts and brains. The side actuated by ideals and hearts won.

"Now for the lesson. The Bolsheviks today control Russia. They are spreading into Austria and neighboring territory. The Socialists today control Germany. They are also strong in Italy, France and elsewhere. History shows that these social epidemics—like other epidemics, spread from nation to nation. America is sure to be hit. What will be the result?

"The answer depends upon whether or not we are willing to profit by the real lesson of the war. If we are willing to let the brain and manual workers of this country peacefully retain the prestige and privileges which the war has given them—if we are willing to run the country in the interest of the producers of property rather than the inheritors of property, then we can head off disaster. *If, however, the financial and business interests of the United States and Allied nations attempt to return to pre-war economic conditions, then there surely will follow an explosion.*

"We hope up this as a friendly warning in the interests of honest property holders, and there are many such who deserve protection. We, ourselves, dread the rule of the red flag, knowing it to be far more harmful to all concerned than even a plutocratic rule. Manual workers without honest leaders, who have not initiative, judgment and a sense of property rights, are absolutely helpless.

"Let us not for one moment think that this great war can stop without a reaction of some kind, and one equal in magnitude to the initial action. The law of equal and opposite reaction still rules the world. Russia, the most autocratic nation, swung furthest to hideous socialism. Germany blew up next, simply because her masses were so completely suppressed. The people of America have

## OUR ADVERTISERS—XLVI

THE PHARMACEUTICAL SPECIALTY CO.  
Essential Oils, Synthetic Products, High Class Food  
Essences

850-852 Lexington Ave.,

Brooklyn, N. Y.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,  
80 Maiden Lane, New York.

Gentlemen:—It gives us pleasure to express the satisfaction we are deriving from our ad in your valuable journal, and are backing our statement up by giving you a year's contract for twice the space we have heretofore occupied.

THE PHARMACEUTICAL SPECIALTY CO.,  
Manufacturing Chemists.

not yet revolted because they have not yet been suppressed. America has been under the wise leadership of men who understand. But no men—however wise—can now prevent some great change from following this war. The question is: *Shall we all voluntarily give up something, or shall we all run the risk of losing everything?*

## PALMAROSA OIL.

An interesting report on the cultivation and distillation of palmarosa and gingergrass oils was published a few years ago by the Indian Forest Department. A recent supplementary report in the Forest Administration of the Central Provinces contains references to the attempts made on a comparatively small scale in the Melghat Division to adopt steam distillation for the extraction of the so-called rosha grass oils. It is probable that the plants yielding palmarosa and gingergrass oils are varieties of the same species, *Cymbopogon Martini*. The grass known as motia yields palmarosa oil, whilst that known as sofia yields gingergrass oil. The report of the Forest Administration is so far satisfactory that the experiment will now be tried on a large scale. The importance of this lies in the fact that about 20 per cent. more oil can be obtained by steam distillation than by distillation over a naked fire. The gradual adoption of the more scientific method of distillation will, of course, lead to a larger output, but there is no doubt that this will be readily absorbed by the soap and perfumery trades.

## A NEW OLFACTORIMETER.

Adsorption of odorants. C. VAN DAM. *Arch. néerland. physiol.* 1, 660-7; *Physiol. Abstracts* 2, 480.—Rods of the odoriferous substances 0.6 cm. in diameter are placed in Cu tubes with adjustable handles, and are advanced into the air tube of the olfactometer until the odor is just perceived; the surface exposed is then calculated. Liquids are mixed with melted paraffin in definite proportions, then cast into rods. The apparatus was used to determine the adsorption of odoriferous liquids (ionone, eugenol, citronyl and geranyl acetates, acetophenone,  $C_6H_5NO_2$ , and other compounds). A drop of the liquid was placed in a wide-mouth, stoppered flask; a rod (Pt, Au, Zn, paraffin, glass) was inserted through the stopper, withdrawn after 1 minute and then tested in the olfactometer. Adsorption always occurred with the Au rod; with certain liquids this occurred only when a glass or paraffin rod was used.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

## ARMISTICE BRIGHTENS OUTLOOK AT WASHINGTON

*(As we go to press Congress has adjourned until December 2 and the War Revenue Bill goes over. The President has signed the Prohibition rider to the Agricultural Bill and has put this question up to the whole Nation, as it will face the entire stoppage of sales of alcoholic preparations for beverage purposes after June 30 and for the indefinite period that may attend demobilization. The Flavoring Extract industry incurs the chief danger through this action, for seldom does anybody seek alcoholic inspiration in perfumery or toilet preparations for reasons that are well known to the trade.)*

November 23.—Just as we go to press we learn that the Senate Finance Committee has struck the consumers' stamp tax on perfumery and cosmetics from the bill and substituted a manufacturers' tax of 5 per cent. This is in line with the original House provision. The manufacturers' tax on toilet soaps has been reduced from 10 to 5 per cent.

WASHINGTON, Nov. 16.—Following the signing of the armistice with Germany there have been added to the war problems that have been confronting the perfumery and related industries, a new set of enigmas pertaining to the period of readjustment and reconstruction which, it is hoped, will lead to the reign of permanent and universal peace. These new riddles are greater in importance than anything in the last four years.

With a view to assisting in solving the new problems, the United States Chamber of Commerce is inaugurating a war service committee in the toilet preparation and toilet article industries. Mr. Manss, chief organizer for the chamber in work of this character, has delegated this particular job to his secretary, a capable young woman, who says that she has exhausted every means known to her of obtaining a complete list of names of persons and firms engaged in the industries in question!

She adds that the scope of the committee or the interests hoped to have represented on it has not been definitely determined—whether it will be confined to perfumery and toilet preparations and cosmetics, or whether it should include also brushes, combs and similar articles. The War Industries Board some time ago indicated its desire to have a committee in the toilet preparation trade organized with which it could deal, but the particular official of the board who made the request, it is understood, has not let the Chamber know the exact character of the interests to be represented on it. *Will the Executive Board of the Perfumers' Association not suffice?*

In the circumstances it might be supposed that the plan to organize such a war service committee might be dropped, but, according to the young lady who has charge of it, such is not the case. She says that war service committees will be useful to the government and the industries alike in working out the readjustment to a peace basis. She added that it would be desirable to have the industry represented at a convention of war service committees called for Atlantic City next month by the United States Chamber of Commerce.

The first indication of this new government policy was seen when the ink on the armistice was scarcely dry. It was the announcement that one-half of the curtailment ordered some time ago on the glass bottle industry had been canceled. The curtailment ordered originally re-

stricted consumption and production by 60 per cent of the bottles used for perfumery, hair tonics, etc. The modification lifted 30 per cent.

This is understood to be quite satisfactory to the trade, as the restriction to 70 per cent per year is equivalent to 35 per cent per half year; whereas, the usual consumption of bottles in the industry during the six months beginning November 1 is only about one-third of the total year's consumption. The heaviest demand for bottles in the perfumery and cosmetic trade occurs in the six months ending November 1, when the demand for the holiday trade is supplied. This already has been taken care of for this year.

Furthermore, the expectation is that all restrictions on glass bottle production and consumption will be removed by January 1, so that the present temporary restriction to 35 per cent for the six months beginning with this month need only affect the industry for the two months ending with the new year, according to the understanding of those in close touch with the situation.

Announcement to the trade of the modification of the bottle restriction is made by the Manufacturing Perfumers' Association of the United States in the following circular:

"BOTTLE CURTAILMENT ORDER UNDERGOES SWEEPING MODIFICATION.

"As the result of energetic action by President Pfeiffer, Mr. A. M. Spiehler and our Washington representative, Mr. Crounse, the Priorities Commission of the War Industries Board, has made a sweeping modification of the order recently issued limiting the production of perfumery and toilet water glassware for the six months beginning November 1, 1918, to 40 per cent of six-twelfths of the 1917 production. This order was in effect a 60 per cent curtailment, but the commission has modified the restriction so as to allow the industry for the coming six months 70 per cent of one-half of the 1917 production, with an intimation that all restrictions will be removed in the near future and that if the curtailment to 70 per cent works a hardship in any direction prompt relief will be afforded. In view of existing conditions, it is believed that the modified ruling will take care of the industry in a satisfactory manner, but the officers of the association will not hesitate to invoke the pledge of the Priority Commission to provide immediate relief in the event that any of our members suffer an actual shortage of glassware.

"A strong protest against the original order curtailing perfumery glassware to 40 per cent of the 1917 production was presented to the War Industries Board by Mr. Spiehler, but the officials persisted in the view that war conditions necessitated the proposed reduction in the output of this branch of the glass industry.

"Immediately following the signing of the armistice, however, our Washington representative took the matter up with the officials of the Priorities Commission, and after an extended conference, participated in by leading members of the War Industries Board, it was decided to increase the perfumery glassware production from 40 to 70 per cent of the 1917 output. At the same time our representative was advised that as soon as possible all restrictions would be removed.

"President Pfeiffer, who was in Washington, then filed a brief urging the immediate lifting of the restrictions, and a hearing was accorded by Assistant Priorities Commissioner Rhodes Baker to him and to our Washington representative, who were accompanied by Mr. E. C. Brokmeyer, general counsel for the National Association of Retail Druggists. Upon the conclusion of the hearing, Mr. Baker, who was obviously impressed with the arguments presented, gave strong assurances that while the commission, in view of the chaotic conditions in Europe,

did not feel justified in removing all restrictions at this time, it would do so in the near future, and in the meantime would provide relief for any concerns that might suffer an actual shortage of glassware.

"In confirmation of these verbal assurances, Mr. Baker thereupon addressed the following official communication to Messrs. Pfeiffer, Crounse and Brokmeyer:

Gentlemen—We have taken note of your suggestions with reference to the order just made removing 50 per cent of the restrictions previously applied to the manufacture of bottles for perfumes, toilet waters and hair tonic, and especially your suggestions as to the propriety of removing all restrictions at this time.

The very encouraging recent war developments were immediately reflected in the action of the Priorities Division. It was thought imprudent to remove all restrictions or to go further at this time than the 50 per cent basis. We would like to adhere to this policy respecting the branch of the industry which you represent unless it shall develop that real injury is resulting from the order. It is hoped that improving conditions will permit lifting of the remaining restrictions before any real shortage may develop.

*However, if it shall appear that real harm is being done we will endeavor to extend such relief as may be necessary to take care of the situation.*

At all events, unless the restrictions are lifted before the New Year, we shall be glad to confer with you further about the matter at that time.

"Members of the association who may hereafter find themselves embarrassed as the result of the operation of the modified order of the Priorities Commission should advise the secretary, setting forth the facts succinctly.

"WALTER MUELLER, Secretary."

Other restrictions are also being modified by the government, for instance, restrictions placed on the use of tin plate in the manufacture of containers for spices, lard and lard substitutes, syrups and various food products have been taken off by joint agreement between the War Industries Board and the United States Food Administration. As with glass bottles and glass jars, one-half of the curtailment imposed by the government on the tin plate industry generally has been lifted.

#### Container Situation Is Now Cleared.

The container situation has been pretty well cleared up, it is stated, by the removal of restrictions not only on glass bottles and jars, but on tin plates. Regulations regarding the use of tin for talcum powder containers, etc., have been rescinded. Telegrams to this effect have gone to Chairman Wheeler of the Can Trade War Service Committee, New York City, and J. I. Andrews, chairman of the tin plate manufacturers, Pittsburgh.

It is understood that this will be a boon to the talcum manufacturers, who have tried containers made of paraffined pasteboard and paper, some with aluminum or other metal ends, but none of these possess the qualities of the tin can, it is said. It is asserted that it has been impossible to get satisfactory service from such containers.

Not only is this true, but it is understood that the toilet preparation people have had the greatest difficulty in finding manufacturers who would agree to supply containers made of substitutes for tin in the large quantities needed. Consequently there is expected to be great satisfaction in the trade as a result of recent events.

The restrictions on tin collapsible tubes have been entirely removed.

The War Industries Board, Priorities Division, in an official announcement, states that it will help industries to obtain labor and material, fuel and transportation and other facilities, that precedence must be given to "stimulate and increase the production of cargo ships and supply the requirements of the Army and Navy of the United States, as well as to provide for this nation's proper proportion of the enormous volume of materials, equipment and supplies as shall be required for the reconstruction and rehabilitation of the devastated territories of Europe. Precedence must also be given to such activities as will tend to stimulate the production of foods and feeds, of coal, of natural gas, of oil and its products, of textiles and clothing, and of minerals; and to provide for deferred maintenance, additions, betterments and extensions of railroads, telegraph and telephone lines, and other public utilities, and to permit and stimulate the intensive development of inland waterways."

The plans and policies of the Food Administration, like those of other branches of the government, are practically in a state of flux. Nobody knows "where he is," except that the Food Administration has a legal existence until the declaration of peace which, officially, will not be until the Senate ratifies the peace treaty that has not yet been negotiated.

#### CONTRACTS FOR GLYCERINE CANCELLED.

At the Food Administration it was learned today that the Allied Governments have canceled their 1919 requirements of glycerine, which were estimated at 47,000,000 pounds. It is stated, however, at the headquarters of the Fats and Oils Division of the Food Administration that the prices established some time ago on glycerine shall stand for the present.

B. E. Reuter, head of the Fats and Oils Division, is out of town getting a hard-earned vacation. His assistant, Mr. Wrenn, is in charge.

So far as can be learned yet, the division has no new plans. Nothing could be ascertained as to the life or future work of the Soap Industry Committee, that was organized several months ago to co-operate with the Food Administration, but it is unofficially doubted whether there will be much more for it to do.

The Interdepartmental Committee on Fats, Oils and Greases has not had a meeting for some time, it is stated, and it is not known whether there will be much occasion for future meetings.

#### NATIONAL CHAMBER OF COMMERCE PROGRAM.

The Chamber of Commerce of the United States announces, in connection with its tentative program for the reconstruction convention at Atlantic City, that one of the ten major groups of industries that will be represented by war service committees, there is the group for chemicals, which, it is presumed, would include perfumery and cosmetics. Among the 35 related sub-groups of industries that will be represented by war service committees at preliminary conferences are oil and oil products (animal and vegetable), also acids, heavy chemicals, miscellaneous and industrial chemicals, dyestuffs, medical industries, essential oils, etc.

The chamber has submitted a list of 25 questions for discussion by the several war service committees at Atlantic City. These questions are believed to cover the great general problems of reconstruction, but it is urged that any special problems relating to particular industries should be presented for consideration.

The chamber has recommended to the President that a reconstruction program be formulated as soon as possible and that a government committee or other body clear all war contract cancellations in order to prevent confusion and to provide for the reallocation of materials, etc. Both of these things have been partly done.

#### CUTTING OFF TWO BILLIONS ON REVENUE TAXES.

The transition from war to peace naturally has an effect upon the revenue situation. After reviewing government financial needs, Secretary of the Treasury McAdoo has estimated that they can be met by raising \$6,000,000,000 revenue by taxation instead of \$8,000,000,000, as proposed in the revenue bill, and his view seems to meet with approval. For the year 1920, Mr. McAdoo estimates government needs at \$4,000,000,000. He has been conferring with members of the Senate Committee on Finance and the House Committee on Ways and Means.

It so happens that the Senate committee has by amendments reduced the estimated taxes that would be derived from the bill to \$6,300,000,000, but republican members of the committee, who expect to come into power with the new Congress following this month's election, in some instances feel that there should be still further reduction of taxation and also of government expenditures. Their views may be given special heed by the Administration, which will have to do business with them after March 4, but the House is Democratic until then.

It looks like the revenue bill may not become law before February, although McAdoo's pleas for haste may have the desired effect. Much of the reduction of total revenues provided for by the Senate committee in the amended bill is understood to be in the income and excess profits tax sections. Whether it will be possible to obtain reduction in certain special taxes like the proposed ten per cent levy applying to the perfume and related industries, is a question, but it is believed that such special taxes will be less popular than general taxes on profits and incomes.

#### LICENSES REQUIRED FOR OIL DEALERS.

President Wilson has issued a proclamation requiring all concerns engaged in the business of importing, manufacturing or distributing the following to obtain government licenses: Chinese vegetable tallow, cocoanut stearine, cocoanut olein, cod oil, cod liver oil, Cohune oil, fish and marine animal oils, lard oil, lard stearine, linseed oil, mustard seed oil, mutton tallow, neatfoot oil, neutral lard, oleo stearine, oleo stock, olive oil, rape seed oil, sesame oil, Shea nut oil, sunflower seed oil, tallow and all another animal or vegetable fats and oils, including hydrogenated fats or oils, which are in whole or part edible, or which may be edible.

#### SOFT DRINK MANUFACTURERS BENEFIT.

The manufacture of soft drinks has been released from curtailment by the War Industries Board, it is announced. The industry affected includes fruit juices, concentrated extracts, syrups, that have been curtailed 50 per cent. However, the government restriction on sugar to 25 per cent of normal requirements for soft drink makers during November and December has not been modified.

#### PRICE REGULATION FOR GREASES, ETC.

The Price Fixing Committee has approved an agreement made by the Producers of Wool Grease fixing a maximum price of 16 cents per pound packed in barrels, f.o.b. shipping point, this price to take effect September 17, 1918, expiring December 17, 1918, both dates inclusive, and

covers all sales made both to the government and to the public. This price applies to wool grease containing a moisture content not exceeding 3 per cent, and any excess of moisture above 3 per cent calls for a proportionately lower price. The guarantee of ash is limited to 2 per cent. It has been further agreed by the producers that all sales shall be made subject to allocation by the "Tanning Material and Natural Dye Section" of the War Industries Board.

The War Department authorizes the following: Light in trenches and dugouts in France is furnished by candles. Since April, 1918, 175,000,000 candles have been purchased for the Army by the Subsistence Division. The candles purchased aggregate in weight 15,000 tons, and cost over \$4,500,000.

#### EXPORTATION OF SOFT GREASES.

The War Trade Board announces in a new ruling (W. T. B. R. 294), after consultation with the United States Food Administration, that applications for licenses to export animal and vegetable fats and greases testing 40° titer and below will be considered, subject to the rules and regulations of the War Trade Board. Applicants must state the degree of hardness of the fat or grease they desire to export. Applications not giving this information will be considered as covering fats and greases testing above 40° titer, and will consequently be refused.

In order that the Collectors of Customs may have evidence that the fats and greases shipped against licenses which may be issued are as described in the licenses, such licenses will bear the following clause:

This license is not valid unless presented to the Collector of Customs with a certificate from the Inspector of the Bureau of Animal Industry of the United States Department of Agriculture, showing that the degree of hardness conforms to the description given on this license.

Arrangements have been consummated with the Bureau of Animal Industry of the Department of Agriculture whereby inspectors are authorized to issue certificates upon proper examination of fats and greases to be exported.

#### VEGETABLE OIL FROM PHILIPPINES.

The War Trade Board announces in a new ruling that all vessels flying the American Flag and vessels chartered to the United States, or to citizens of the United States, clearing from ports of the United States for the Philippine Islands, which are to return direct to the United States, must utilize all tank cargo space aboard the vessel on the return voyage for vegetable oil only; and that said oil must be carried in accordance with the rules promulgated by the Governor General of the Philippine Islands. This requirement will be made a condition in the granting of "bunker" licenses.

Olive oil, tallow, wood alcohol, butyl alcohol and certain other products have been excepted from the provision of a new import license applying to Canada and Newfoundland.

There will soon be plenty of castor oil distributed to the trade through normal channels. At a conference recently, Lieut. D. W. Grant and Capt. H. H. Mayer, representing the Bureau of Aircraft Production, agreed to release for domestic use by the trade a large supply of castor oil that has been accumulated for lubricant for the rotary engines on airships. This is all of No. 1 quality, medicinal oil. It will probably be released at 26 cents, although the aircraft people have asked 30 cents.

## CAUSTIC SODA COMBINE REORGANIZED.

The War Trade Board announces that the machinery and Metals Sales Company and its subsidiaries have been reorganized as a result of an investigation made by the board into the methods by which the company obtained licenses for the export of caustic soda. The investigation disclosed the fact that licenses were obtained from the War Trade Board by misrepresentations made by George T. Baird, president of the company. In the reorganization Mr. Baird has severed his connection, and Judson J. Whitehead has been elected president in his place. Mr. Whitehead will assume personal charge of all dealings with the War Trade Board in order to insure compliance with their rules and regulations as well as with all provisions of law.

By way of making restitution for the profits improperly made through export of caustic soda, the company has paid a substantial sum to the United States through its attorney at Washington. The reorganization eliminates all persons connected with the illegal transactions.

## GETTING BACK TO PEACE BASIS ON MATERIALS.

B. M. Baruch, chairman of the War Industries Board, authorizes the following:

"As the demand for raw materials is lessened by the reduction of war requirements and the cancellation of war contracts, if and when such cancellations be made, the raw

materials so made available will be released and allocated by the War Industries Board, for use in supplying civilian and export demands, which through curtailment have been held in check during the war. In addition to the ordinary commercial requirements there will be a heavy flow of materials thus released to supply the demand for the great reconstructional work required by the European countries.

"At the same time there is to be a gradual lifting of the restrictions and curtailments that have been imposed upon industry by the exigency of the war so as to allow as promptly as possible free flow of all supplies into peace channels.

"The War Industries Board will continue to exercise its functions until the peace treaty is signed, and that the readjustment of the matters on which it has been acting may be made in as orderly a manner as possible.

"A committee named by the President has been and is now at work to devise the best mechanism of bringing about the adjustments from a war to a peace basis. The report of the committee may take the form of suggested legislation.

"The whole effect of the readjustment plans will be to end the bringing about necessary changes with as little dislocation as possible and the full opportunity for all to benefit as in the past by individual ingenuity, vision and fair dealing."

## INTERESTING TRADE-MARK DECISION

## EX PARTE CREW LEVICK COMPANY.

Decided July 12, 1918.

TRADE-MARKS—"CASHMERE," FOR OIL—NOT GEOGRAPHICAL. The word "Cashmere," used as a trade-mark for oil, held not geographical and to constitute a registrable trade-mark.

## ON APPEAL.

TRADE-MARK FOR GASOLENE, NAPHTHA, BENZIN, ETC.

Mr. Victor J. Evans for the applicant.

CLAY, Assistant Commissioner:

The applicant appeals from the Examiner's refusal to register the word "Cashmere" as a trade-mark for oil used to lubricate wool fibers preparatory to spinning, on the ground that the mark is merely a geographical name under section 5 of the trade-mark statute. It seems that "Cashmere" is an Anglicized spelling of the name "Kashmir," which is a country in northern India. Of course it is well known that "Cashmere" is a peculiar kind of woolen cloth.

I think the Examiner is in error on this point of geographical significance. There is always danger of error in these cases of alleged descriptive or geographical words unless the reason for the law be constantly borne in mind. Whether a term is geographical or not must depend in the last analysis upon the question whether the public might suppose that the term indicated the place from which the goods came, and this because the only reason Congress had for prohibiting the registration of geographical names was that it would interfere with the rights of others who had an equal right with the applicant to say that their goods came from that place.

As the court said in the *Manitou Springs Mineral Water Co. v. Schueler et al.* (239 Fed. Rep., 593, at page 601)—

geographical names are excluded only when they are merely such and are not selected, used and appropriated under such special circumstances as to point distinctively to origin or ownership. Importance attaches to the fact conveyed by its primary meaning, whether the term in its entirety embraces primarily the notion of place or a distinctive designation of origin and ownership. It appears that the latter signification may, under certain conditions, be the primary one, even though the name was geographical and regional at the time of adoption as a trade-mark.

Judge Lacombe in *Wertheimer et al. v. Batcheller Importing Co.* (185 Fed. Rep., 850) held that "Riz de Java," for face-powder, had a sufficiently secondary meaning to uphold it, even though it is apparently both descriptive and geographical.

"Arab" as a trade-mark for sardines is not geographical, (see *ex parte Seacoast Canning Co.*, 199 O. G., 617.)

although "Arab" for dates might be, and one apparent reason is that sardines do not come from Arabia, and therefore nobody would suppose that the word "Arab" indicated the place. Similarly "Celtic," for tea, is not geographical. (*Ex parte Acker, Merrill & Condit Company*, 165 O. G., 473.) Nobody would suppose that tea came from a place peculiarly inhabited by the Celts. Again, while there are towns named "Defiance," that is not geographical as a trade-mark for paper, because its primary meaning is that of a challenge and not of a place. (*Ex parte Byron Weston Company*, 99 O. G., 861.) Again, "Aurora" means morning and not a place. (*Ex parte Asporen and Company*, 100 O. G., 684.)

The meaning must be taken in connection with the goods on which the term is used. In the use of the word "Gibraltar" as a mark for belting it is clear that the public would take the word to mean strength and not a place. (*Ex parte Jewell Co.*, 110 O. G., 309.) Nobody would suppose that the belting was made at Gibraltar, and therefore the mark is not merely geographical. The reason why "Lackawanna" coal was not registrable as a trade-mark in *Canal Company v. Clark* (80 U. S.; 13 Wall., 311) was that it was the name of a place from which coal was derived, and others living at that place had an equal right to say that their coal came from there. The name, in fact, had no significance except that of place. The reported cases run the gamut from this instance of solely geographical significance to such instances as "Defiance" paper, where the term virtually has no geographical significance, and each case must be treated in the light of the probable meaning the term would have in the minds of the public.

I do not believe the public would ever attach any geographical significance to the word "Cashmere" used on oil, and this is because the vastly-predominating meaning of the word is the name of a cloth, and even if there are some who know that "Cashmere" means "Kashmir" and that this latter is a place, it would probably never occur to them that oil came from Kashmir. As a matter of fact it does not.

The applicant's mark is far more liable to criticism on the ground of being descriptive, indicating oil to be used in the making of cashmere; but the file contains affidavits, which I have no reason to doubt, that it is not generally known that any oil is used in making cashmere, and no particular oil is used for that purpose. I therefore would resolve any doubt on the point of descriptiveness in favor of the applicant.

The mark may be registered, and the Examiner's ruling is reversed.

## COSMETIC PREPARATIONS

By Dr. F. A. MARSEK.

(Continued from Page 258, October, 1918.)

Of at least as much importance as skill in the manufacture and a properly composed formula is the quality of the raw materials employed in the production of cold cream. Especially in these times when raw-materials are scarce and prices high, inferior goods are not seldom to be met with and therefore a general knowledge of the chemistry of these raw-materials and acquaintance with the principal methods of testing them is quite of importance for the manufacturer of cosmetic preparations. Unfortunately the laboratories of factories engaged in the production of goods in this line are usually not equipped with the necessary apparatus and reagent for the accomplishment of such tests and also very frequently the perfumer has not the technical knowledge for doing this work, and at last but not least it is a very commonly found opinion that *it does not pay to waste time* with such complicated research work as would be necessary for the testing of every batch of raw-materials which arrives at the factory. Firms who have built up a large business on actually superior goods and who have been striving for the production of an "always equal" quality of their preparations will doubtlessly be able to tell a tale about the erroneousness of this opinion.

With respect to purity we may say that in cold-cream beeswax is one of the most important ingredients and the examination of its quality is of utmost importance for the production of a cream which shall answer all requirements. Different waves of the market, if employed in the same formula may oftentimes produce creams which differ in their qualities to a great extent. For instance may a certain wax produce a far softer cream than another grade if employed in the same proportion and in combination with the same other ingredients. Or under the same circumstances a cream may discolor or turn rancid on standing a much shorter time, or also may dry out and shrink earlier if a certain grade of beeswax has been used. Yet not necessarily this wax must be of an inferior quality but merely may possess different chemical properties, as for instance a higher or lower saponification-value; that is, more or less saponifiable matter may be present in the wax. This again may only be due to the means employed in the process of bleaching the wax, which latter also may affect the keeping qualities of the wax and thus of the cream, that is its proneness to become rancid. These are only a few possibilities which may occur even if wax is used, the genuineness of which is beyond doubt, not to speak about the results which may be due to adulterations of the beeswax. In such cases, if the perfumer is not acquainted with the different methods of testing his raw-materials or does not think it worth while to "bother" with making these tests he will oftentimes stand before a cream which has turned out "wrong" and not know where to start to repair the fault, make costly experimentations and alterations, starting out from a wrong point. Therefore it seems at least advisable if not necessary to devote considerable time and efforts to the study of the chemical properties of beeswax in particular in this case, as well as of all substances employed in the manufacture of cosmetics in general.

### Beeswax.

Beeswax is a product of the digestive process of the bee, *apis mellifica*, and is used by her for the formation of the honeycomb from which it is extracted for industrial

purposes of every variety.

We find on the market two kinds of beeswax, the yellow (*cera flava*) and the white (*cera alba*). The first is the natural product which may be found on the market in all shades from a light yellow to dark brown or reddish brown. It possesses the odor of honey and has a slight sweet taste. At a low temperature it is brittle and its break is granular.

Through repeated remelting with water and exposure to the sun-rays the so-called bleached or white beeswax is produced. The thus resulting product is of white color or lightly yellowish tinted, odorless and tasteless and transparent on its edges or in thin slices. It is more brittle and its break is less, or not at all, granular. In commercial methods of bleaching we oftentimes find that for the purpose of producing a more white and less brittle wax an addition of up to 5% tallow is made. A somewhat similar action has the addition of some oil of turpentine. The bleaching can also be effected by means of animal charcoal which gives a nearly white product, or potassium permanaganate, potassium bichromate, sulphuric acid or hydrogen peroxide may be employed. The use of chlorine produces a wax which is too brittle.

The principal constituents of beeswax are cerotic acid and myricene. Furthermore it contains melissic acid ( $C_{20}H_{36}$ ,  $CO_2H$ ), small amounts of unsaturated fatty acids and hydrocarbons.

In testing 8 samples of wax the author has found them to contain from 11.5 to 15.8% of hydrocarbons, being partly of unsaturated nature. Experiments made by other chemists have proven a contents of 5 to 6% (Schwalb), others 12.7 to 14.5, 12.7 to 17.5 and 13 to 16.6%. The amounts of free cerotic acid and myricene are present in the proportion of 14 to 86.

Alcohol of normal temperature takes up from the wax only a small quantity of cerotic acid while boiling alcohol takes up all the cerotic acid and some of the palmitic acid-myricylether. This solution reddens litmus paper only slightly while neutralized phenolphthalein is entirely discolored. On cooling this solution precipitates the cerotic acid in form of needles so completely that the addition of water does not produce a milky appearance but only a slight opacity.

Wax is easily soluble in warm ether but precipitates partly on cooling. Alcoholic potash solution (lye) saponifies the wax during which process the hydrocarbons and the wax-alcohols are separated, the total amount of them being from 48% to 53%.

Examination of commercial grades of beeswax oftentimes show the presence of adulterants and, as already indicated, this is a fact of great importance which has to be counted within the manufacture of cold creams. The influence of such adulterations of the beeswax upon cold cream is so great that the author has been able to produce 12 samples of cream according to the same formula with 12 different grades of beeswax, which produced a different cream in each case. Some of them were so easily emulsified that the resulting cream was of much too soft consistency while others did not at all emulsify completely, thus being worthless for the trade. It may be said that the formula used for these experiments was worked out to give a perfect cold cream in every respect if a beeswax was used which has been bleached without chemical means and tested to be perfectly pure. The waxes used in these experiments have proven to be adulterated with various

substances in various quantities or some of them were pure but bleached by means of chemicals.

The products which serve as adulterants of beeswax are mineral substances, tallow, stearic acid, japanwax, carnaubawax, rosin, paraffine and ceresine.

The methods of determining these adulterations are numerous. The microscope may serve for this purpose, although an examination with it will only permit a deduction of larger percentages of an adulterant as about 15 per cent or more. The test is made of a wax solution in chloroform and the adulterants determined by means of the crystallization. For instance an adulteration of the wax with paraffine prevents crystallization entirely while in case of fats and fatty acids we find under the objective besides the wax-crystals those forms of crystals which are peculiar to the particular adulterant present.

Other simple methods are the extraction of a certain amount of wax with 50 times its quantity of ether at normal temperature. If less than one half of the original amount of the wax remains undissolved the wax is adulterated with tallow, japanwax, stearic acid, paraffine or rosin. Or according to another method the wax is shaken with about 6 times its amount of chloroform, then filtered and the residue weighed which must be 75% in case of pure beeswax.

Of course these methods are neither qualitatively nor quantitatively exact for the determination of the adulterant but simply give an idea whether the wax is adulterated or not. More complicated methods have to be applied for entirely dependable determinations.

These methods are based upon the determination of the specific weight, the melting and the congealing point, the acid, saponification, and the ether-value and in especially particular cases upon the determination of the iodine-number, the contents on hydrocarbons and the quantity of hydrogen produced on heating with potash-calcium (1 part potash with 2 parts calciumoxide).

The specific weight of yellow wax shall be between 0.962 to 0.966 and of white wax between 0.964 to 0.968. For the determination of the specific weight numerous methods may be employed. The space here does not permit to mention them all and therefore I shall only refer to one of the simplest methods which if great care is exercised gives fairly exact results. This method is based upon the floating of the wax to be tested in a liquid of a known specific weight. A small amount of wax is brought to a temperature above the boiling point of water, thus driving off a probable contents of moisture. Then the wax is allowed to cool to near its congealing point (or allowed to congeal and remelted at a very low temperature) and poured drop by drop in cold alcohol, holding the dish with the melted wax as near as possible to the level of the alcohol so to prevent that the drop in falling takes up any air. Each drop will thus form a small globule in the alcohol which then is carefully dried on filter-paper. Now 8 or 10 samples of alcohol of different percentage, having each a different specific weight of 0.960, 0.961, 0.962 and so on up to 0.970 are prepared. In each of these alcohol samples a few of the wax-globules are placed and carefully observed in which of the fluids they will sink under. This same method may be employed for the determination of the specific weight of any solid fat or wax which has a specific weight lower than water.

The next step would be the determination of the melting and congealing point which should be from 61 to 64°C. For this experiment also it would be of little value to give

here those scientific methods which require special apparatus, as usually laboratories for the manufacture of cosmetic articles are not equipped with such and it is the purpose of this article principally to discuss the subject in such a way that it mainly will be of use to the perfumery and cosmetic chemist and only to give a general outline of methods for scientific research work along the line. Therefore, a few of the simplest methods given here must suffice for the determination of the melting and congealing point.

This problem offers more difficulties than would be necessary if a standard would be generally accepted as to the state in which the wax should be when it reaches the temperature accepted as its melting point. Unfortunately this is as to my knowledge up to now a matter of individual opinion of different authorities. Some of them are regarding the temperature when the wax is beginning to melt, others when it is entirely melted and again others when the melted wax forms a perfectly clear liquid as its melting point. Doubtlessly this last point is the most practical to accept as it represents the most distinctly noticeable state.

The simplest method for the determination of the melting point is the following: A small portion of the wax is melted on a water-bath at a low temperature. When the wax is just commencing to liquefy the mercury of a thermometer is inverted. Precaution should be taken to select an instrument which has a mercury-bulb with very thin glass-walls so the thermometer will register the slightest temperature change instantaneously. The thermometer is only allowed to remain for a moment in the melted wax. When taken out the mercury-bulb will be covered with a thin layer of wax. Now the thermometer is placed aside on a cool place for at least 24 hours. This period of time between the congealing of the wax on the mercury-bulb and the time of remelting it for the determination of the melting point has necessarily to elapse on account of the fact that waxes remelted shortly after congealing show a different melting point than if allowed to lay for one or two days. After this time has elapsed the thermometer is fastened by means of a perforated cork in a test-tube of thin glass in such a way that the mercury-bulb is raised from the bottom of the test-tube about one-half inch. This test-tube is then held or fastened in an upright position about one-half inch above a thin asbestos plate which is heated very slowly by means of a bunsen burner. On watching the wax-covered mercury-bulb closely we soon will notice that a drop of liquefied wax is formed and suspends from the bulb. At the moment when this drop becomes entirely clear the temperature is read off and this constitutes the melting point.

(To be continued.)

#### NEW GERMAN DRYING PROCESS

(Commercial Agent Norman L. Anderson, Copenhagen.)

The so-called Krayseska method, a new means of drying eggs, fruit juice, and blood, has been demonstrated before the food authorities in Berlin and found worth exploiting to a large extent. The drying is done in a large iron cylinder 5 meters in diameter, in which a pair of big metal wings are quickly rotating, driven by a steam turbine. The fluid is lashed to foam and dried by the aid of a hot current of air that is continually passed through the cylinder. The dried product is in the form of a powder, which will keep for a long time and can be most economically transported. The dried products go through no chemical process and are directly soluble in water.

## THE MICROSCOPICAL EXAMINATION OF TALC

Talc is useful for so many purposes that the present disturbance in its supplies is to be sincerely regretted; and we must hope that other sources will be found to satisfy the wide demand for the substance. Chief among its many uses are those of a lubricant, a filler or loader to strengthen paper pulp, a chalk for the marking of cloth by tailors, and an emollient for fitting on boots, gloves, etc., says a writer in the *London Oil and Color Trades Journal*. A great deal of confusion exists concerning talc, as will be apparent when it is noted that alternative names for it are French chalk, steatite, soapstone and potstone. Attempts to clear up this subject and make distinctive differentiations have been often tried, but have not been satisfactorily supported. It is stated in some quarters that steatite is talc, and elsewhere steatite is referred to as soapstone. Then, again, in another direction soapstone is called potstone, and potstone is dubbed massive talc. One is thus led to conclude that all these things are practically identical, but it will be found that some authors have discriminated between them, and allude to talc, steatite, soapstone and potstone as though they were essentially separate products. The reason for these disadvantageous phases is that of extreme similarity in physical properties and in chemical composition among

If some of this waterglass, slightly diluted, is treated with hydrochloric acid, an opaque white jelly will occur in it. This is silicic acid, and, in combination with magnesium oxide, it yields talc. Magnesium oxide can be obtained as a fine white powder by igniting the metal magnesium in the way that photographers do for a flashlight, the powder being the ash left after the burning process. If the gelatinous silicic acid is removed, washed and dried, it will form a dense white, granular, insoluble powder, really pure sand.

It has been through the creation of such compounds, by the aid of heat and moisture, that talc and its kindred have been formed. Mineralogists endeavor to determine variation by means of the degrees of fusibility or resistance to heat among these substances, but this practice is not of commercial value, as in the powdered condition there is not much difference between them.

Water has had a great influence on talc, etc.; its addition to, or subtraction from, these substances while they have been developing in the earth having modified them very considerably, and probably been the principal agent in producing the slight differences which scientists have discovered.

Two commodities which at first sight appear to be totally



Fig. 1.—(Figures read from left to right.) Magnified slice of talcose schist, showing rhombic flakes of talc intermingled with other transparent, semi-crystalline minerals. Diameter about 1-30 in.



Fig. 2.—Magnified grains of talc (powder) floating in water. Some are nodular and shapeless, others flaky and crystalline. All are derived from more symmetrical forms, as in No. 3. Diameter about 1-30 in.

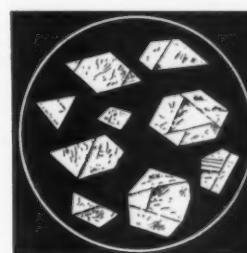


Fig. 3.—Magnified selected crystalline tablets of talc, larger and more perfect than those in No. 2. The cracks across them show how they split up into the smaller ones, and also become irregular grains. Diameter about 1-30 in.

the whole group, and the fact that when ground from the solid to a powdery state their final appearances have a strong general resemblance and reveal a characteristic uncouth, greasy, soapy or slippery nature.

Talc, and each of the substances closely related to it, is a magnesium silicate, or silicate of magnesia; the term meaning that silica and magnesia are in chemical combination with one another. Its symbol or formula was generally  $Mg_3SiO_8$ —that is, magnesia oxide, plus silicon oxide (silica). Now, however, it is more customary to label it  $H_2Mg_3(SiO_4)_2$ , signifying that it consists of hydrogen, magnesia, and silicon oxide in the proportions indicated.

The silicates are a wonderful class of compounds. They help to form the hardest and most durable substances, and, on the other hand, occur in many soluble bodies. Sand, flint and quartz, for instance, are composed of silicon oxide (i.e., silica), and are very permanent and stable against atmospherical influences, yet, when either of them is thoroughly heated with an alkali, such as soda or potash, it forms a gelatinous silicate, of which waterglass is typical.

different from each other yet have a relationship with talc, are meerschaum (from which tobacco pipes are made) and mica, the transparent, non-combustible material, the best-known form of which is colorless and glassy. Mica, when heated strongly in a blow-pipe flame, is changed into a silvery, opaque, white substance, capable of being easily rubbed to a powder which is almost the same as talc. Yet the leading authorities point out that, while mica is flexible and elastic, sheet talc is flexible but not elastic. Still, these physical traits are not important enough to justify making too strong a demarcation between the results.

It is worth mentioning that at one time large quantities of talc in the form of steatite (or, as it was also called, soapstone) were quarried in Cornwall for use in connection with the preparation of the finest kinds of porcelain. A huge mass of it, fixed in a deep ravine in that county, was in consequence called the Soap Rock. Since then china clay (i.e., kaolin) has supplanted talc for the purpose of pottery manufacture. The colors of talc and its like may be yellowish, greenish or grayish, due, no doubt, to impregnation

with metallic diffusions, but the bulk of that employed industrially is white. In the solid lump state it usually makes a pearly streak when drawn along a piece of dark paper. This effect is caused by the reflection of light from the many delicate lines and edges of the crystalline granules worn off during such an experience.

The name potstone ought to be reserved for the soft, tough, infusible massive talc, which was at one time often turned or carved into ornamental or useful vessels. So strong was the constitution of the substance that the objects were made to serve as saucepans for the cooking of food; hence the name given the material.

It should be understood that in nature deposits are being continually modified. A hard mass may consist of an amalgamation of small crystals, perfect and close-fitting in a symmetrical manner. Then the edges and facets fuse together, the crystals fracture, and the mass becomes amorphous. Other agencies may resolve it once more into crystals, the cracks uniting, and new facets appearing meantime. Or the whole may crumble and be washed apart.

All the bulky, solid materials hitherto mentioned furnish, when finely ground, powders which have been called talc; but it is best to reserve the latter name for that sold as such by commercial firms, who make a practice of dealing with the most suitable form of substance. When a small piece of genuine talc is burned in a blow-pipe flame it becomes a globe of white enamel. Some of its fellow-substances—which are almost identical otherwise with it—do not respond in the same manner to this test. The point is, however, not of much significance.

Turning now to structural features, it must be remarked that the true crystallization of talc is presumed to be that which is known as a right rhomboidal prism—that is, a flat square with two sides shifted to the right, as it were, so that in top view it gives the figure of a conventional "diamond." But since two of the opposite corners of this object are often removed, or fail to develop, the characteristic result is that of hexagonal tablets. How far these suggestions fit in with actuality can be gathered by referring to Fig. 3. Crystals of talc may be flaked into similar portions, not always necessarily with the same regularity of the parent substance. In this way many departures from the orthodox pattern can be traced. In Fig. 1 is depicted a thin section of schist containing scattered crystals of talc. Many of these are very minute, and in clusters. In Fig. 2 is shown a pinch of commercial talc, composed chiefly of flat crystalline grains, which in certain conditions would have formed larger, more regular crystals.

#### OIL OF MALE FERN—ESSENTIAL OIL.

In a recent ruling deciding a protest on the classification of oil of male fern, General Appraiser McClelland said: The merchandise is described on the invoice as "oleo male fern." The appraiser's advisory return for classification reads: "Oil of male fern as essential oil or combination of the same, n. s. p. f., 20 per cent., paragraph 46." Duty was assessed in accordance with said return under said paragraph 46 of the tariff act of 1913, against which action protest is made, the claim being that it is dutiable under paragraph 5 at 15 per cent. ad valorum of said act.

The witness testifying on behalf of protestants described the merchandise as being a very heavy, green fluid containing a small percentage of oil usually having a sediment of prussic acid, extracted from several different drugs such as capsicum and the male fern. He had no personal knowledge of how the merchandise was produced and his statements appear to be based largely if not altogether upon information obtained from the Pharmacopoeia.

#### Rose Odors.

It is well known that one of the characteristic odor bearers of the rose is phenylethyl alcohol. Ranedo has just obtained an interesting derivative of this body. Magnesium benzyl chloride and chloromethyl ethyl ether react to form phenyl ethyl ethyl ether. The odor value of this derivative has not yet been reported on.

#### POSSIBLE NEW SOURCE OF THYMOl.

The British *Agricultural News* draws attention to experiments that have been made in the West Indies in the cultivation of the ajowan-plant (*Carum copticum*) for the production of thymol. Among the plants suggested for trial was *Ocimum viride*, a native of West Africa, very abundant in Sierra Leone, and said to occur also in the West Indies. This plant belongs to the same genus as the commonly cultivated pot basil (*Ocimum Basilicum*), which is often grown and used as a pot-herb in the West Indies. In Sierra Leone *O. viride* is known as the mosquito plant, in consequence of its supposed property of keeping off those insects. Leaves from plants obtained from Sierra Leone proved on examination to contain from 0.35 to 1.2 per cent. of oil containing thymol in quantities varying from 32 to 65 per cent. In the cultivation experiment in Seychelles the seedling plants, when two months old, were transplanted into good garden soil, and when eight months old the bushes were 6 feet high. When the plants were only four months old, and had just started flowering, a trial distillation was made of some of the leaves only. The yield of oil was 0.5 per cent. When the plants were eight months old a distillation was made of the shoots—that is to say, of the green portions of the stem above the part which turns brown—along with the leaves and inflorescences attached to them. The yield of oil was 0.45 per cent. of the weight of the green material, and the estimated yield per acre was about 35 pounds of oil, the yield of green material being reckoned at nearly 3½ tons from one cutting. It is, however, expected that five or six cuttings might be made annually. When examined at the Imperial Institute the oil from the leaves alone was found to contain 62 per cent. of thymol, while that from the shoots contained 52 per cent. A firm of manufacturing chemists estimated the value of the oil as approximately at from 5s. to 6s. per pound in London. It would appear, therefore, that the oil from *Ocimum viride* might be a useful source of thymol if it can be marketed at a suitable price, and it has been suggested that the cultivation should be continued in the Seychelles. As the climatic conditions of the Seychelles are very similar to those of the West Indies, it has been considered that a plant which flourishes in the former might succeed equally well in the latter.

#### CUTTLEFISH BONE IN DENTIFRICES.

On our west coast squids are caught for food purposes, being chiefly used by the Oriental element of the population. All through the south seas, the Philippines, and Japan, as well as the adjacent mainland countries, one may see split and dried cuttlefish hung in the stores and offered for sale as an element of protein food. In the Mediterranean countries, where they are also used as food, they are usually pickled. Nor is the flesh the only element of commercial value, for the cuttlefish bone forms quite an element of commerce. It is not only used as an adjunct to the canary's cage, but in powdered form has served as a fine polishing powder, a fine dentifrice, and an ingredient of medicine. The ladies of ancient days knew it also, for they were accustomed to use the burned product, known to them as pearl powder, as an aid to complexion. In later days this was even improved upon by the addition of carmine to form the so-called French rouge. Sepia and India ink have been already referred to and need no further mention here.—*Smithsonian Report*.

#### Finds "The Perfumer" a Great Help.

(Sanitary Products Company, San Francisco.)

It is a pleasure for us to renew our subscription for your magazine, which we have found profitable and a great help to us.

# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

The signing of the armistice and the resultant change in the war situation should have a tendency to improve conditions in the industry, but there is a menace in the action of President Wilson in signing the prohibition rider to the agricultural bill. In "dry" States there has been trouble growing out of ill-advised attempts to use flavoring extracts for alcoholic beverage purposes. After and perhaps before the new law becomes effective it will be well for members of the association to be extremely cautious about letting any of their goods go where there may be "come-backs" in the shape of federal agents looking for violations. After June 30 the sale of any alcoholic beverage is prohibited. The restriction continues during demobilization, so that its effect may continue indefinitely, at least for a year, in all probability.

Congress has adjourned until December 2, leaving the War Revenue Tax Bill undecided, but as reported in our last issue the Senate Finance Committee has reduced the tax on non-beverage alcohol to \$2.20 a proof gallon. Of course this has not been enacted, but in view of Secretary McAdoo's decision that only six billions instead of eight billions ought to be raised by taxation, the committee's action undoubtedly will stand.

President Beers and Attorney Lannen have been active in looking out for the interests of the members of the association. They have issued circulars 77, 78, 79 and 80 since our last report. These circulars give information regarding various subjects that we already have printed, except in two cases. Circular No. 78 asks for a statement in behalf of the War Industries Board of the amounts of turpentine and rosin members have on hand. No. 79 relates to the proposed amendment of Section 6 of the Harrison Non-narcotic Law which would make it unlawful to sell various harmless remedies.

Circular No. 80 gives a synopsis of Treasury Decision 2760, printed in part in our last issue on page 262. This decision relates to alcoholic medicinal compounds, flavoring extracts, etc. It has since been amended and the changes are given in this department under the heading of "Alcohol Ruling Again Revised." These changes no doubt also will be sent to the members of the association through the usual channel.

## SODA WATER FLAVORS MANUFACTURERS.

Thomas E. Lannen, secretary and attorney of the National Manufacturers of Soda Water Flavors, has kept the members advised concerning their interests. He has sent out circulars and given information which persons connected with the industry will find elsewhere in this department and in our Washington Budget on page 287.

Mr. Lannen received the following wire from W. C. Hughes, which was very interesting to the members:

"War Industries Board has rescinded all regulations governing soft drink and carbonic gas manufactures. Food Administration increased their sugar allotment for December and succeeding months to one hundred per cent of average monthly usage last six months 1917 combined."

Secretary Lannen, of the National Manufacturers of Soda Water Flavors, has sent the following notice:

"The majority of the Board of Directors have voted to hold the annual convention of this association for the year 1918 in New York City on December 2 and 3 next. The hotel in which the convention will be held has not yet been selected, but you will be notified of this later.

"I am sure that every member of this association will feel the absolute necessity of attending this convention. While it is true that during the war our industry was threatened with many serious situations, it is also true that the readjustment period which we are now facing is just as serious for us and other industries of the country as any of the conditions through which we have passed."

## AMERICAN SPICE TRADE ASSOCIATION.

The American Spice Trade Association held a special meeting in this city on November 7 at which amendments were made to the by-laws, the chief one of importance being the creation of a Spice Grinders' Section. This section arranged to hold its first meeting in Cleveland, Ohio, on November 22.

For the purpose of hiring a paid secretary for the association and obtaining counsel the annual dues were increased from \$15 to \$50 per annum.

The date of the annual meeting was changed from the first Wednesday in August to the second Wednesday in May of each year. A new committee, to be known as the Committee on Imports, was created. The work formerly done by the Standards Committee will be transacted in the future by the Imports Committee and the Spice Grinders' Section of the association. There was a very good attendance at the meeting.

## ALCOHOL RULING AGAIN REVISED.

After a conference October 25 between Deputy Internal Revenue Commissioner West and representatives of the Proprietary Association and the N. A. R. D., T. D. 2,760, reported on page 262 of our October issue, was modified so as to strike out the limitation for the manufacturer of and dealer in alcoholic medicinal compounds to be exempt from special tax. This limitation was expressed in T. D. 2,760 as follows:

"Medicaments.—As the minimum dosage each liquid ounce of the completed preparation must carry in it approximately an average U. S. P. dose for an adult of some

drug or drugs of recognized therapeutic value, either singly or in compatible combination."

T. D. 2,576, which T. D. 2,760 revised, provided as follows:

"A sworn statement in duplicate must be furnished that the medicinal compound contains no more alcohol than is necessary for the purposes of solution or preservation, that it contains in each fluid ounce a dose as a whole or in compatible combination of one or more agents of recognized therapeutic value."

T. D. 2,760 was modified so as to strike out "U. S. P." where it occurs in the second line of the quoted paragraph, making T. D. 2,760 the same as T. D. 2,576, so far as the paragraphs quoted are concerned. Unless T. D. 2,760 had been thus modified, it would have been unlawful to use any new drug which might be discovered in the manufacture of an alcoholic medicinal compound without the payment of the special tax, because such drug would not be U. S. P., and could not become U. S. P. until the next revision of the Pharmacopoeia. Many useful drugs are not regarded as questionable by reputable physicians simply because they are not U. S. P., while quite a number of U. S. P. drugs are not regarded as desirable by reputable physicians. Moreover, drugs are official today which were not official some years ago, and drugs which are not official today may become official at the next revision of the Pharmacopoeia, so that the U. S. P. limitation was ill advised. It was admitted by the Department that it was inadvertently inserted in T. D. 2,760.

#### Saccharin Held to Be Adulterant of Foods.

The Department of Agriculture holds that saccharin in foods is an adulteration under the food and drugs act. Investigation has shown that continued use of saccharin in quantities over three-tenths of a gram a day is likely to impair digestion. The Secretary of Agriculture has declared he would regard as adulterated, under the food and drugs act, any food containing saccharin which might be brought under the jurisdiction of that law. The Food Administration has recently urged use of saccharin in lieu of sugar.

#### Substituting Fats and Oils for Butter.

The use of fats and oils in substitution for butter will be considered at a public hearing in the Bureau of Chemistry on December 4, held by the Joint Committee on Definitions and Standards. All persons interested are invited to attend this hearing and present any facts that will assist the committee in arriving at correct conclusions on the subject. Those who desire may present their views in writing, on or before the date of the hearing, to the Secretary of the Committee, Bureau of Chemistry, Washington, D. C.

The Joint Committee on Definitions and Standards is composed of representatives of the United States Department of Agriculture, the Association of American Dairy, Food and Drug Officials, and the Association of Official Agricultural Chemists.

#### Captain Lucius P. Brown.

Lucius Polk Brown, who has been director of the Bureau of Foods and Drugs of the Health Department of the City of New York for the last three years, has accepted a commission as captain in the Sanitary Corps of the Medical Department of the Army, and has received leave of absence, without salary, for the period of the war. He will serve in the Division of Food and Nutrition.

Capt. Brown is a native of Tennessee and for seven years was chief of the Food and Drug Department of that State. In 1915 he was chosen as the chief of the Bureau of Food and Drugs of the Health Department of the City of New York as the result of a civil service examination. He has served as president of the Association of Dairy, Food and Drug Officials of the United States and has been a vigorous and efficient officer in his present position. His salary in the Health Department has been \$5,000 a year. As a captain in the Sanitary Corps he gets only \$2,400.

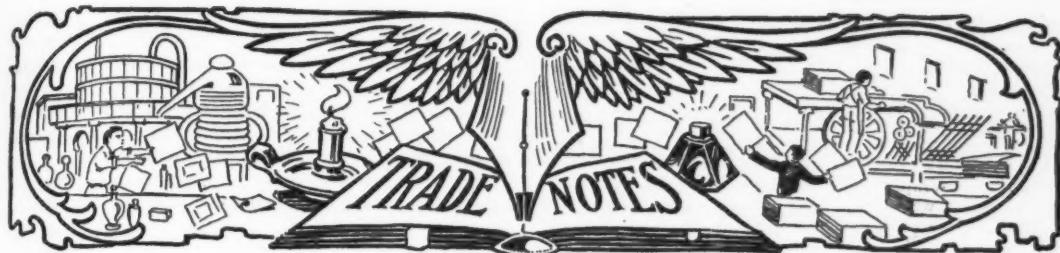
#### LEMON OIL VALUATION

The factors concerned in the valuation of essence of lemons are citral content, density and optical rotation. While the citral content is a real indication of the quality of the essence, Bennet considers the rotation of less value as a diagnostic factor. A minimum of 58° would exclude from the market all the richest essences of the Messina district, while a minimum of 61° (Australian law) is reached by only a small proportion of the production which, according to other standards, is not of the best quality. On the other hand the rotation standard was justifiable when the essence was most commonly adulterated by turpentine, which lowered the index of rotation. This fraud is now easily detected by other tests; hence other means of adulteration are practised such as addition of terpenes obtained from the preparation known as "essence without terpenes" or addition of refined fixed oils (as white vaseline, etc.) which are easily recognizable. Furthermore, a high citral content is generally accompanied by a low rotation and this year's crop is characterized by an exceptionally high per cent. of citral. Bennet therefore recommends the establishment of a minimum for citral content, and in place of a standard for the rotation, adopting the surer tests for purity. Experiments have been started on the keeping qualities of the essence under different conditions. The results obtained after three months with (a) unfiltered essence stored in copper, (b) filtered essence stored in copper, (c) filtered essence stored in glass, in each case not freed from moisture, and (d) with dried essence in contact with sodium sulphate, have shown that there is no remarkable change and only a small decrease in citral content. Experiments are being continued to study any possible changes due to the warmer months of the year.—A. H. Bennet. *Boll. della Camera Agrumaria*, 1, Pt. 5, 234.

#### EUCALYPTUS OIL INDUSTRY

The importance of the eucalyptus-oil industry to Australia is similar in many respects to that of the lemon-oil industry in Italy, inasmuch as both play an important part in the economic welfare of the respective countries and when a crisis intervenes it is natural that the Government should be looked to for assistance, says the London *Chemist and Druggist*. This is what has recently happened in Australia, where the attention of the authorities has been called to the fact that numerous distilleries in Victoria will have to close unless exports can be maintained, the request also being made that eucalyptus oil should be placed on the priority list of exports by the military authorities. Distillers and exporters in the Commonwealth are quite alive to their interests, and the *Chemist and Druggist* of Australia says that they have formed a Central Overseas Export Committee in Melbourne, the first meeting of which has been held, when some twenty distillers, dealers, and holders of eucalyptus oil formed a committee to look after their interests.

The eucalyptus-oil industry in Australia is one of considerable importance, especially in New South Wales and Victoria, and many people find employment in the production and distribution of the oil. We understand that in New South Wales there is still a considerable demand for the cheap phellandrene eucalyptus oils, for use in the mining industry in the separation of metallic sulphides from ores. Although there are about 300 species of eucalyptus in Australia, less than twenty-five of these can be utilized for their oil. *Eucalyptus Macarthurii* is now receiving special attention in Australia as it is a very rapid grower, and contains 60 per cent of geranyl acetate.



Patriotism is more than ever high in E. A. Zatarain & Co., manufacturers of "Pa-Poose Products," New Orleans, La. Three sons are in the service. Edward J. and Milton L. are in the Navy, and Charles C. is in the Army Tank Corps. The going of these young men to war meant a great sacrifice on the part of Mr. and Mrs. Zatarain, but they not only bore it with pride and courage, but did their share toward making Liberty Loans and war service campaigns successes. The Zatarains, of New Orleans, have made a record which any family in America may well have cause to envy. All credit to them for their devotion to civilization!

We are advised that the Th. Mühlethaler Co., of Nyon, Switzerland, having received the resignation of Mr. Donald Wilson, their former American manager, have decided to close their New York branch until normal conditions of international trade are re-established.

At that time the company intends to open it again on a larger scale corresponding to the development given to their works during the last few years. The new buildings cover an area of 55,000 square feet approximately, and include a department of pharmaceutical and bacteriological products. This important section has been created after the purchase by the company of the Zyma factory, a very well-established plant, formerly at Aigle. The Zyma brand is well-known all over Europe for its Golaz's Dialysates, galenical products, and for its Lacto-ferment and other Zyma bacteriological products.

The manufacture of artificial perfumes and synthetics will have the most special attention of the Th. Mühlethaler Co., whose products are known the world over.

The stock capital of the company was increased last year to 1,750,000 francs for the purchase of the firm Zyma, and the whole capital (stock and bonds) amounts actually to about 2,500,000 francs. This increase has been made in view of the future development of after-war business.

We expect to have in the near future the visit of Mr. Mühlethaler himself for the new arrangements to be made to reopen and enlarge the American branch.

Mr. J. L. Hopkins, president of J. L. Hopkins & Co., importing drug merchants, 100 William street, New York, has just been re-elected treasurer and managing director of the New York Board of Trade and Transportation. Mr. Hopkins has held the former position for twelve years and the latter for fourteen years, always doing much for the furtherance of the principles of this organization.

A. Giese & Son, for many years located at 4 Cedar Street, are now established in their new quarters at 162 William Street, New York.

Mr. Charles L. Huisking, drug broker of New York, sailed on November 11, for London. He will confer with the leading English and French exporters of drugs, both crude and manufactured, with a view to expediting the re-establishment of commercial relations in these commodities.

Marden, Orth & Hastings Corporation has moved from its former New York address at 61 Broadway, to new headquarters at 136 Liberty street.

Vincent B. Thomas, president and treasurer of Harriet Hubbard Ayer, Inc., New York, died at his home Hartsdale, N. Y., on November 13, in his 51st year. Several months ago he was taken seriously ill, but had apparently recovered, and his sudden death was, therefore, very unexpected.



VINCENT B. THOMAS.

Special services were held at the Hitchcock Memorial Church, Hartsdale, N. Y., on Friday, November 15, and interment was made at Woodlawn Cemetery. He is survived by his widow and a daughter nine years old.

The Federal Trade Commission, on November 19, issued formal complaints against the Procter & Gamble Co., and the Procter & Gamble Distributing Co., Cincinnati, makers and distributors of "Ivory" soap on charges of refusing to sell to dealers who insist on selling to the public at prices they deem adequate. They were also charged with refusing to sell mixed carload lots of their products unless purchasers also buy "Ivory" soap. Hearings will be held in Washington, January 2.

Resale price maintenance, the Commission alleges, suppresses free competition by "securing the trade of dealers and enlisting their active cooperation in enlarging the sale of the price-maintained articles, to the prejudice of competitors who do not fix and require

the maintenance of resale prices," and has the effect of eliminating competition in price among dealers.

The Commission, on October 24, ordered the Commonwealth Color and Chemical Co., New York, to answer charges of practicing commercial bribery in the sale of its dyestuffs on December 6.

On charges of practicing unfair trade methods "with the intent, purpose and effect of stifling and suppressing competition" in the sale of cosmetics and toilet articles, the Commission, on November 7, issued complaints against the Marinello Company of Wisconsin, of La Crosse, Wis., and the Marinello Company of Illinois and the Marinello School of Chicago and the School of Cosmeticians, of Chicago.

The complaint alleges the Marinello Company, of Wisconsin, forces dealers to maintain specified standard resale prices; and refused to sell to dealers who insist on reselling to the public at prices they deem adequate. The concern also is charged under the Clayton anti-trust act with fixing prices, discounts and rebates on the condition the contracting dealer shall not deal in the products of a competitor of the Marinello Company.

The two Chicago concerns were charged with forcing graduates of its school, which graduates now own or operate more than 250 beauty shops throughout the United States, to use exclusively products of the Marinello Company, of Wisconsin, and to maintain the specified standard resale prices therefor. The concerns, it is alleged, grant graduates of the school licenses to use the name "Marinello" in their businesses and to practice the "Marinello" method of massages and treatments, and have threatened to revoke these licenses where graduates prefer not to deal exclusively in the products of the Marinello Company, of Wisconsin, and to maintain the standard resale prices for the same.

The Chicago concerns also are charged with threatening to open competing shops in the close proximity of beauty shops which decline to deal in the Marinello products or do not maintain standard resale prices therefor. All were cited to appear before the Commission in Washington, December 18.

The Bond Mfg. Corp., whose initial advertisement appears in this issue, was established in 1905 for the manufacture of bottle caps, and has now entered the collapsible tube business. About 18 months ago the company erected a modern five-story factory building which was immediately used for war purposes as soon as it had been equipped with machinery. The Government contracts are just now being completed and the corporation is therefore entering the general commercial field.

Mr. S. C. Bond is president, Mr. H. P. Scott, vice president; Mr. H. P. Scott, Jr., treasurer, and Mr. C. A. Tome, manager. Mr. Tome, who has been many years in the collapsible tube business, is personally acquainted with many buyers of tubes in the United States and will continue to come into personal contact with the trade.

Mr. Arthur Lowenstein, the well-known chemical engineer and soap specialist, has been elected vice president of the Wilson & Co., Chicago.

For the purpose of increasing the company's production of glycerine for war purposes, in accordance with the request of the United States Government, the Andrew Jergens Co. of Cincinnati has arranged for the issuance of \$650,000 7 per cent. serial gold notes. The notes have been underwritten by Beazell & Chatfield, investment brokers.

The company was organized in 1882 for the manufacture of toilet soaps. In 1901 the trade-marks, manufacturing and selling rights of the Woodbury preparations were acquired. The company's main plant is located at Cincinnati. A Canadian branch is in process of construction at Perth, Canada. The company's business for 1915 is reported as amounting to \$1,504,040; for 1916, \$1,919,206; for 1917, \$2,710,644, and for the nine months of 1918, \$2,794,553. Andrew Jergens, Sr., is president, but the active management of the company is largely in the hands of Frank C. Adams, Andrew Jergens, Jr., and O. C. Leyman.

The notes are issued in three series, due 1921, 1922 and 1923, respectively. The company has no mortgage debt. It is provided that the company will not mortgage or pledge any of its plants or equipment, and will not issue any bonds, debentures or other securities, except "purchase money" obligations, during the life of this issue. The company has outstanding an issue of \$450,000 6 per cent. preferred stock, which is widely distributed, and \$800,000 common stock held by interests within the company. Net assets of the company are given as \$2,750,000 and net current assets at \$1,660,000. Average net profits after taxes and depreciation for the three years ending December 31, 1917, are given as more than six and a half times the annual interest charges on these notes.

Mr. W. T. R. Mersereau, for many years associated with Schieffelin & Co., New York, and well known in the drug and chemical circles of many cities, on October 26 married Miss Emma E. Kriebel, of 1093 Park avenue, New York. The marriage was solemnized at St. Peter's Lutheran Church. After the ceremony the couple left for Atlantic City. The bride was also known in chemical trade circles in this city, having latterly been in the employ of R. A. Fuller & Co.

Fifty cases of menthol and an equal number of peppermint oil, German-owned, and seized here by Enemy Alien Property Custodian A. Mitchell Palmer, were disposed of at the Baker & Williams warehouse, Vestry and Greenwich streets, New York, November 8, at public auction, under the direction of Joseph F. Guffey, of the Bureau of Sales. The oil was purchased by A. Bernstein, of Philadelphia, and Samson Rosenblatt, of 89 Fulton street, New York, each of whom took 25 cases. The former paid 80 cents, while the latter paid 76 cents, in bond, which means that the duty, amounting to 25 cents a pound, makes the purchase price \$1.05 and \$1.01, respectively, per pound. The entire quantity of menthol was purchased by H. R. Lathrop & Co., of 116 Beekman street, New York, at \$5.07 $\frac{1}{2}$  in bond, with an additional 50 cents representing the duty. The goods were shipped to this country from Japan by Bergmann & Co., a German concern, for trans-shipment to Germany before our entrance into the war. When the United States declared war the goods were seized. The sale before becoming effective must be confirmed by the Alien Property Custodian.

Colgate & Co. have won their contention, tested under the Sherman law, that in fixing the prices at which their products are sold at retail they do not violate the federal anti-trust statutes. Judge Waddill, in the Federal District Court, at Norfolk, Va., October 30, sustained the company's demurrer to the indictment, dismissing the action.

Judge Waddill held that a manufacturer, provided he is not in conspiracy with other manufacturers of similar products, has the right to fix and enforce the maintenance of reasonable and fair prices, and that such a manufacturer is violating no law in refusing to sell again to a retailer who fails or refuses to maintain such a fixed price. Price cutting demoralizes business, the court declared, and the public is not always benefited by temporary reduction in prices if the article is not a necessity and if no monopoly exists in its manufacture.

Colgate & Co. were charged with violation of the trust laws because of their practices of selecting their customers, choosing to sell only to distributors who sold at the prices desired by the company. The Federal Trade Commission found those practices to be unfair trading, and the Department of Justice concurred in this view. The company was confronted with the choice of abandoning them or being sued, and it elected to be sued. It submitted a demurrer, which was argued March 26 by Charles Wesley Dunn, the company's chief counsel, with whom Charles E. Hughes and Mason Trowbridge were associated. In the preparation of the brief, Harry K. Wolcott and Menalus Lankford also took part.

The Colgate argument was closely reasoned. It declared that the indictment returned by the grand jury failed to charge or prove any one of thirteen offenses which, separately or together, might have brought the company's practices within the purview of the anti-trust laws.

"When analyzed," the brief declared, "the essence of the charge, so far as the manufacturer's conduct is concerned, really amounts to this:

"That a manufacturer who simply declines to sell to dealers who fail to charge fair and reasonable resale prices, indicated by the manufacturer, which are of vital importance to the industry and trade, is subject to criminal prosecution as a violator of the Sherman law, in case it appears that dealers generally resell at such fair and reasonable prices."

In this case, the company, through its counsel, contended there were no contracts or agreements in restraint of trade, no monopoly, no restriction of competition, but merely a selection of customers in a free market for a product not necessary for public use, and not affected with a public interest. It maintained this right of selection to be unabridged by the Sherman law or its supplements. The Colgate case has been watched with great interest by hundreds of manufacturers, who believed that the issue in this instance was clear of confusing factors and would, therefore, be decided on broad considerations of public policy and practical results. It is thought that the dismissal of the indictment indicates that, in the absence of control of trade by means of patent or other monopoly, fixation of resale prices as a means of maintaining quality of standard advertised goods against destruction of trade reputation by price cutting for advertising purposes, is now established as permissible and legitimate trade practice, not hostile to the anti-trust laws. In this view such

fixed resale prices can be successfully attacked only when they are proved to be unfair and unreasonable.

A recent letter from Mr. Alexandre Gimonet, a well-known perfumer, contains several paragraphs regarding his interesting experiences in Mexico. Mr. Gimonet wrote that he expected to be back in New York in August but he has not yet arrived. We trust that he has not been vanquished by one of the bandits. He writes in part as follows:

"Until my departure from Vera Cruz everything was all right, and I may say that I had a real nice trip. From Vera Cruz I took the train for Mexico City and Guadalupe, near the Pacific coast, where I had an unpleasant trip, as the bandits who are scattered in this section of the country had burned many railroad bridges, and the train was compelled to stop many times. We had in the train nearly 300 soldiers who travelled with women and children, and several times during the trip we had to fight for two or three hours, but generally the bandits were defeated and many of them hanged on the trees when they were caught by the soldiers.

"When I reached Mexico City I took the train for Guadalupe and arrived here safely, but when I was in the train just before I got out, a thief took from my pocket three pesos in 50 cent pieces. Just at the same time my hand caught the hand of the thief in my pocket, but he had the dexterity to pass my money into his own pocket. In one first punch I put him down like a rabbit and quickly I took my money; and to my surprise with two gold coins more of twenty pesos each. One punch gave me forty pesos clear profit. I left him on the floor of the train with the blood that came out like Niagara Falls.

"I have been fortunate because I have found in this country a new vegetable product which has excellent fixative properties. It looks like gray ambergris and smells somewhat the same but not so strong. . . . It does not grow in large amounts and I am going to bring some with me when I come back to New York."

Among others these firms have been elected recently as members of the New York Merchants' Association:

Aboy & M. Hernandez Co., Inc., Mr. M. Hernandez, President, 11 Broadway—Import and Export.

Asano & Co., Mr. U. Hashimoto, Manager, 165 Broadway—Exporting.

Huth & Co., Mr. Ricardo E. Lembcke, 30 Pine Street—Importers and Exporters.

Mawer, Colin D., Co., Mr. Colin D. Mawer, 87 Thirty-fourth Street, Brooklyn—Importers and Packers of Olives, Olive Oil, etc.

Ochsé, Albert, The, Mr. Henri Jelstrup, president, 115 Christopher Street—Importers of Raw Products.

Columbia Naval Stores Co., Mr. C. W. Dill, vice-president, 17 Battery place; rosin, turpentine, tar and pitch.

Taylor, George F., Commission Co., Mr. George F. Taylor, president, 2 Rector street; importers and exporters of fertilizers, chemicals, rice, beans, oils, potashes.

Mr. W. W. Jones, formerly manager of the New York office of Frederick Stearns & Co., Detroit, has been appointed manager of the essential oil and gum department of the National Aniline and Chemical Co., Inc., 21 Burling slip, this city.

The Toilet Goods Trade Industries Division in the United War Work Campaign in New York City this month made a fine record. Mr. Rowland H. Smith headed the drive and his associates on the committee were as follows: G. A. Pfeiffer, vice-chairman; S. W. Eckman, director, Soap Division; Maurice Levy, director, Perfumery and Toilet Articles; A. R. Chisholm, director, Brush Division; C. C. Green, secretary; C. M. Baker, J. L. Grotta, Henry Alexander, Louis Spencer Levy, Jas. Lockhead, Thos. J. McHugh, Frank M. Prindle, Wm. Scheele, V. Vivaudou, C. S. Welsh.

Vice Chairman Pfeiffer was host at a luncheon given to the committee at the Hotel Astor on November 4. He was unable to be present, due to illness, but is now in good shape. Mr. Scott McLenehan, vice chairman of the Industries Division, was present in behalf of the general committee and outlined the work. The others present were Rowland H. Smith, Thos. H. McHugh, Frank M. Prindle, A. R. Chisholm, V. Vivaudou, Maurice Lévy, Henry Alexander, C. C. Green and L. S. Levy.

The total Toilet Goods, Soap, Perfumery and Brush Trade subscriptions to the United War Work Campaign is \$23,665.15. Among the larger subscriptions are: Alfred H. Smith Co., \$5,000; Manhattan Soap Co., \$1,000; Ponds Extract Co., \$1,000; Richard Hudnut, \$1,000; Warner Co., \$2,000; B. T. Babbitt, \$1,475; Solon Palmer, \$500; Maurice Levy, \$500; Geo. A. Pfeiffer, \$500; Northam Warren, \$520; V. Vivaudou, \$450; A. Bourjois & Co., \$500; Charles Baez, \$500; Roger & Gallet, \$300; Geo. R. Gibson, \$250; Heine & Co., \$200; M. Stein Cosmetic Co., \$329; Ox Fibre Brush Co., \$250; California Perf. Co., \$230; F. R. Arnold Co., \$250; H. L. Hughes, \$267.50; Ungerer & Co., \$300. Other contributors were: Hall & Ruckel, Utility Co., Frank M. Prindle, John T. Stanley Co., Soapitor Co., Hansen & Jenks, AMERICAN PERFUMER, A. H. Smith Co. (additional), Heppell, inc., James Lochhead, Oxzyn Co., French Cosmetic Co., Elite Letter Co., Williams Brush Co., Ox Fibre Brush Co., Cauvigny Brush Co., Pettegrov Bros., B. E. Levy, Mulhens & Kropff, B. Altman, Park & Tilford Sundry, Herbert Roystone, Inc., Henry Kayser Fils, George W. Stearns, Elcaya Co., Est. of Thomas Glazier, C. C. Green, Manicure Novelty Co., Manhattan Soap Co., Daggett & Ramsdell Employee, Kyoto Mfg. Co., (Employee), Herman Conheim, Doniger & Co., A. R. Chisholm, Wm. Mulholland, David Foy (Leonard Mfg. Co.), Albodon Co., D'Orsay, Inc., Geo. E. Evans, F. E. O'Callaghan, Storfer Spooner Co., A. P. Babcock Co., Remiller Co., Packer Mfg. Co., Natural Flower Co., Alfred H. Smith Co. (Employee), Plexo Preparations, Heppell Co., Inc., Sanitary Toilet Co., A. H. Billingslea, Parfumerie Rigaud, George Marceau, Utility Co., Lightfoot Schultz Co., Victor Soap Works, Evergreen Chemical Co.

The first reports of the final returns for the Fourth Liberty Loan omitted several firms in the Perfumery, Soap, Flavor and Raw Materials industries, due to the multiplicity of committees in part. Ungerer & Co. received only part credit, its total subscriptions amounting to \$63,250. The National Aniline & Chemical Co. subscribed \$840,000 and its employees added \$31,600 to that handsome sum. H. J. Baker & Co. signed for \$150,000 and Innes, Speiden & Co., Inc., for \$50,000. Fritzsche Brothers subscribed \$40,000 and their em-

ployees are in for an additional \$10,000. Chas. Baez, representative for L. T. Piver, Paris, France, subscribed \$25,000 to the loan and his employees \$2,150. Thurstton & Braidich are in the \$50,000 class and others, not heretofore mentioned lent generously to the government. Among them are the following: A. G. Cailler, C. G. Euler, Forhan Co., J. L. Hopkins & Co., C. E. Ising Corporation, H. R. Lathrop & Co., Inc., Orbis Products Trading Co., S. B. Penick & Co., Paul Schulze-Berge, Jr., Theall, Stefan & Co., F. E. Toennies, Welch, Holme & Clark Co., Donald Wilson.

A market in this country for Ecuadorian palm wax is being sought by the U. S. Bureau of Foreign and Domestic Commerce.

The Talcum Puff Co., has opened a New York office in the Bush Terminal Sales Building, 130 West 42nd Street, with Mr. George Y. Walsh as manager, formerly of the Tappan Perfume Co.

The Bush Terminal Sales Building is one of the late attractive propositions offered manufacturers by the Bush Terminal Co., desiring to sell their American made merchandise in domestic as well as foreign markets. The basic idea is to bring the buyer and seller together with every facility for properly displaying different lines by the various manufacturers who have space in this building.

Here is located the famous International Buyers' Club which is one of the most artistic and elaborate club rooms in existence and merchants and accredited buyers are invited to become members and make full use of the facilities provided. No fees to buying members of the club. They also have a Manufacturers' Club furnished in harmony with the rest of the building which provides a common meeting place for tenants and buyers.

It is conceded to be one of the most unique and artistic buildings in New York, and the management of the Talcum Puff Co. offers a hearty welcome to all members of the Manufacturing Perfumers' Association and others associated with the trade.

Mr. A. C. Lange, for several years with Edwin H. Burr, of 18 Cedar Street, New York, has accepted a position with the Lightfoot-Schultz Co., Hoboken, N. J., in an administrative capacity.

Mr. Joseph Magnus, of Magnus, Mabee & Reynard, Inc., New York, made a flying trip to New York recently. He is quartermaster in the aviation corps of the navy, with headquarters at Pensacola, Fla.

Mr. Howard R. Medici, of Julius Schmid, Inc., New York, has graduated from the Officers' Training School at Camp Taylor and has been commissioned second lieutenant in the artillery. He is now stationed at Fort Sill, Okla.

Fries & Fries, manufacturing chemists of Cincinnati, who recently leased 50,000 feet of space in the former grain house of the Mill Creek Distilling Co., have awarded contracts amounting to about \$21,000 for alterations in the building.

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The Chemical, Paint and Drug Trade Division, under William S. Gray, collected \$608,661. The larger contributors in this industry were H. R. Lathrop & Co., \$1,000; Katzenbach & Bullock, \$1,000; George Lueders & Co., \$500 (employees, \$150); Fritzsche Brothers, \$615; James B. Horner, Inc., \$300; Thurston & Braidich, \$500; H. J. Baker & Bro., \$2,500; West Disinfecting Co., \$1,000; Lehn & Fink, \$2,000; McKesson & Robbins, \$5,000; Schieffelin & Co., \$1,000; Compagnie Morana, \$560; Dodge & Olcott, \$1,000; Chesebrough Mfg. Co., \$3,000. Other liberal contributors were Julian W. Lyon, Frederick Stearns & Co., George V. Gross & Co., Russell & Co., A. A. Stilwell Company, Rockhill & Vietor, Magnus, Mabee & Reynard, Inc., and C. E. Ising Corporation.

By a unanimous decision the New York State Court of Appeals has affirmed the ruling of the Appellate Division invalidating the Goldwater formula disclosure ordinance of the New York city Department of Health, compelling manufacturers of patent or proprietary medicines to register with the department all physiologically active ingredients of all preparations for which therapeutic effects were claimed. A restriction was also placed by the ordinance upon sales by retailers of these products unless the formulae were disclosed. The test of the ordinance's constitutionality, on which the sustaining decision is based, was waged by E. Fougera & Co., Inc., of this city, with particular bearing as an importing house. Associated in the litigation with this plaintiff were E. N. Crittenton Co. and H. Planten & Son, of this city, covering the distributing and manufacturing proprietary interests, so that the various trade phases were comprised in the ordinance's legality test.

Julius Schmid, Inc., 470 Fourth Ave., New York, will shortly enlarge their factory quarters at 350 W. 38th St., New York. They now occupy a whole floor and have leased the corresponding floor in a large adjacent building, and will connect through. This factory is devoted to the manufacture of compact rouge, powder and other toilet specialties.

The general offices now at 470 Fourth Ave. will be moved to the new factory quarters on Feb. 1, 1919.

The Orbis Products Trading Company, Inc., has made one of the most important leases announced in the New York drug district for some time. Through the Charles F. Noyes Company and Cammann-Voorhees & Floyd, the Orbis company has leased, with the option of purchasing, the six-story basement building at 215 Pearl street, covering a lot of about 30 x 130 feet and containing over 25,000 square feet of space. The building is located between Maiden Lane and John street. It is the largest individual building of its character in the neighborhood.

The leasing company is a new \$500,000 company, dealing in drugs, chemicals, essential oils, gums and egg products. Mr. C. J. A. Fitzsimmons, president, in commenting on the lease stated: "We have rented 215 Pearl street for a long term of years with the option of purchasing because we are convinced that this building is practically in the heart of the drug district. We will make extensive improvements from plans by John H. Knubel and occupy the entire building exclusively for our business after the changes have been made." There has been a great deal of activity recently in this neighborhood by prominent drug and chemical houses.

Mr. P. R. Dreyer, special representative for Ungerer & Co., New York, has returned to New York after a six weeks' trip to New England and the middle west, and reports business very good.

Edwards H. Child, receiver in bankruptcy for Herman & Herman, Inc., manufacturers and dealers in chemicals, of 6 Church street, has filed a schedule showing assets of \$256,250 and liabilities of \$277,983. The assets comprise stock totaling \$7,000, office furniture valued at \$3,000, \$232,750 in unliquidated claims, \$4,000 worth of shares of the United Dye Co. of New Jersey and \$11,000 cash in bank. Some of the largest creditors named in the schedule include Bonnelly & Co., \$35,000; Waugh Chemical Co., \$28,000; Canadian Products Co., \$27,000; American Aniline Co., \$4,000, and Benjamin Ludivas, \$9,900. MacGrane Coxe, an attorney in the Woolworth Building, has been named trustee and is directing the business for the present. Zalkin & Cohen, of 51 Chambers street, are attorneys for the receiver.

Maurice Levy, 15 W. 38th St., New York, manufacturer of powder puffs, etc., sailed for France on the *Niagara*, Nov. 19.

Lieut. Henry Tetlow, 2nd, of the Henry Tetlow Co., Philadelphia, perfume makers, is in service abroad with Company I, 314th Infantry. He was recently gassed during a bombardment, but is fortunately recovering.

Mr. John D. Lawson, who recently established himself as a dealer in essential oils and synthetics has been appointed sole sales agent by the Standard Chemical Co., Bayonne, N. J., makers of terpineol and other synthetic basic aromatic chemicals, including benzyl acetate, benzyl benzoate, diphenyloxide, bromstyrol, benzaldehyde, phenylacetic aldehyde, etc.

Sergeant George Westzenberg, formerly city salesman for Russell & Co., New York, has distinguished himself at the front. He has been cited and decorated for conspicuous gallantry in action. While under shell fire he went to the rescue of a wounded officer and brought him back safely to the American lines. Sergeant Westzenberg is in the second Anti-Aircraft Machine Gun Battalion, A. E. F.

Hoosier Mfg. Co., which began the manufacture of soap on a small scale in Indianapolis twenty years ago, has just observed the anniversary, having grown from a little plant to a large one, and its sales having spread from local trade to all parts of the United States. It has made a specialty of automobile soaps.

Mr. Henry D. Faxon, vice-president of the Faxon & Gallagher Drug Co. of Kansas City, Mo., a member of the Board of Control of the National Wholesale Druggists' Association, has been appointed district commander of the American Red Cross at Paris, France, and expects to be absent on his tour of duty for six months.

## NEW INCORPORATIONS.

Brooklyn Potash Co has been incorporated under the laws of New York with a capital of \$50,000 by M. L. Scott, M. Kiss and O. E. Edwards, 226 76th street, Brooklyn.

Minerva Chemical Works, Inc., Manhattan Borough, New York, to manufacture chemicals, drugs, etc.; \$40,000 capital stock, has been incorporated by O. Fischer, 72 Trinity place; F. Borgschulte, 92-96 Haven avenue; H. Kattenhorn, 72 Trinity place, New York City.

Private Label Chemical Co., Chicago, to manufacture, buy and sell all kinds of chemicals, dyes, soaps, etc., has been incorporated in Illinois at \$25,000.

Adeline Soap and Chemical Co., Manhattan Borough, New York City, soaps, drugs and chemicals, \$50,000 capital stock, has been incorporated by L. Stein, V. and J. Halper, 152 West 148th street.

Joseph Personeni, Inc., New York City, medicines, perfumery, wines and liquors, \$100,000 capital stock, has been incorporated by G. Corniani, F. Marino, J. Personeni, 498 West End avenue, New York.

Elby Chemical Co., Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by A. A. Friedlander, L. and E. Greenberg, 900 Eastern Parkway, Brooklyn.

Lahaud Soap Products Co., Manhattan Borough, New York City; \$6,000 capital stock, has been incorporated by J. S. Lahaud, M. E. Howatt, C. A. Ferris, 420 Riverside Drive.

Magic Manufacturing Co., Chicago, to manufacture and deal in toilet articles capitalized at \$75,000 has been incorporated in Illinois.

Cook Oil Co., Inc., Manhattan Borough, New York City; to manufacture oil, greases and by-products; to deal in fish, etc.; \$500,000 capital stock, has been incorporated by G. P. Smith, Bay Shore, Suffolk county; A. I. Dunn, White Plains; A. C. Dunn, 1302 Pacific street, Brooklyn.

Ernest Wagner & Co., dealing in ginseng, beeswax, etc., has been incorporated with a capital of \$20,000 by M. and L. W. Wagner and J. Quinn, 2056 Grand avenue, New York.

Dye and Chemical Mfg. Corporation, New York City; to manufacture potassium, dyes, chemicals, etc.; \$100,000 capital stock, has been incorporated by M. C. Sullivan, 109 West 185th street; J. C. Duke, 957 Simpson street; B. B. Mead, 1999 Washington avenue, New York City.

Grip Washing Tablet Co., Inc., Buffalo, N. Y.; to deal in washing powder, soaps, etc.; \$25,000 capital stock, has been incorporated by C. W. Mann, Castle Inn; D. H. McCarriagher, 518 Erie County Bank Building, and A. Grieson, 358 West Ferry street, Buffalo, N. Y.

Ashford Chemical Products Co., Inc., Manhattan Borough, New York City; chemists, druggists; \$50,000 capital stock, has been incorporated by S. Levy, L. S. Furman and H. Rivkin, 217 Mercer street, New York City.

Arrington Soapstone Corp., Manhattan Borough, New York City; quarrying and construction business; \$10,000 capital stock, has been incorporated by T. H. Armstrong, H. B. Fielding, A. G. Sieveri, 178 West 94th street.

Stone & Lauter, Inc., Brooklyn Borough, New York City; dental supplies; \$10,000 capital stock, has been incorporated by T. Lauter, A. S. Stone, E. W. Engel, 389 Saratoga avenue, Brooklyn.

Gournay Laboratories, Manhattan Borough, New York City; perfumes, cosmetics and chemicals; \$10,000 capital

stock, has been incorporated by C. M. Kohn, S. J. Wise, E. A. McShane, 165 Broadway.

Superior-105th Barber Shop Co., Cleveland, Ohio; \$3,000 capital stock, has been incorporated by C. Keough, Joseph F. Meyer, G. D. Kay, V. Birchall, M. M. Roche.

American Potash and Nitrate Corp., \$500,000. Capital stock has been chartered in Delaware by Robert Herbert, C. Fash, James F. March, Elisha W. Keely of New York.

## NEW PRICE LISTS, PUBLICATIONS, ETC.

ANNUAL CHEMICAL DIRECTORY OF THE UNITED STATES, 1918, published by the Williams & Wilkins Co., Baltimore and London. Price, \$5.

This directory covers the field in a comprehensive manner and it should be invaluable to any firm or person who has occasion to refer to the data which it contains. There are nine chapters, and there are rearrangements of lists which facilitate easy ascertainment of information. Usually it is possible to suggest improvements in any publication of this kind, but the editors seem to have obviated the opportunity. The material in the directory has been carefully assembled and it has been gathered with a view to serving both technical and non-technical men. The result is that the number of pages has been increased from 305 in the 1917 edition to 534 in the directory which is now issued. The 1918 edition, in fact, contains fully 70 per cent more information than did its immediate predecessor. As the directory now is published it is quite an indispensable as would be a telephone directory in a well regulated business office.

ARABOL MFG. CO., 100 William street, this month simply stands upon its reputation for producing satisfactory adhesives for labels and does not find it necessary to partake of vacation, during which time he traveled through

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—The November-December price list follows closely on its predecessor, due no doubt to the improved mail arrangements since hostilities have ceased. Special attention is called to Allen's Thymol and a trial is asked of the Allen Oil of Lemon. All of the other Allen specialties are quoted and the price list covers the essential oil industry thoroughly, as well as synthetics.

J. L. HOPKINS & CO., importing drug merchants of 100 William street, New York, have issued a neat little trade manual entitled "Some Facts About Toilet Articles." It really is a very interesting booklet, for it gives in detail much information of value relating to raw materials to manufacturers of toilet requisites.

LEIGH, Chemist and Perfumer, 158 Madison avenue, New York, has sent to us one of the series of price lists for which this firm is noted. It is being sent out to managers of toilet goods departments throughout the United States and there can be no question raised about its drawing power. The scented booklet shows the goods, which obviously must be good. Leigh seems to know the art of publicity, as well as perfumery.

J. P. DEVINE CO., Buffalo, N. Y.—We are in receipt of bulletins No. 101-A, 106 and 107. The first named deals with Patented Vacuum Chamber Dryers that can be handled on trays or pans. These dryers are recommended to soap makers. These bulletins are standard size, 8½ x 11 and are beautifully printed and illustrated on enamel book paper.

## IN MEMORIAM FOR DEPARTED FRIENDS.

ALEXANDER, JOHN, with Woodworth, perfumer, New York and Rochester, for 62 years, November, 1917.

ALLEN, WILLIAM C., of Stafford Allen & Sons, essential oils, London, England, November, 1908.

BOOTH, EMERY T., perfumer, New York, November, 1911.

BUEDINGEN, CARL, Buedingen Box & Label Co., Rochester, N. Y., November, 1908.

CUDAHY, MICHAEL, soaps, Chicago, November, 1910.

ECKERT, EDWIN G., flavoring extracts manufacturer, Hanover, Pa., November, 1914.

GIRARD, PIERRE, of Bruno Court, died from wounds received at the front, November, 1915.

GOWANS, JAMES H., of the Gowans Soap Co., Buffalo, N. Y., November, 1910.

HECKMAN, W. E., soaps, Covington, Ky., November, 1914.

HOLZHAUER, CHARLES, president American Pharmaceutical Association, Newark, N. J., November 18, 1917.

HOVENDEN, ROBERT, manufacturer of toilet preparations, etc., London, England, November, 1908.

JAMES, DARWIN R., of D. R. James & Bro., flavoring extracts, etc., New York, November, 1908.

JOHNSON, ALBERT L., vice-president A. A. Vantine & Co., Inc., New York, November, 1917.

KELLER, JOHN H., Keller Soap Works, New Orleans, La., November, 1908.

KEMP, JAMES H., soaps, Cambridge, Mass., November, 1914.

KIRKMAN, MISS SARAH, soaps, Brooklyn, N. Y., November, 1914.

KLINER, MAHLON N., of Smith, Kline & French Co., perfumery, drugs, etc., Philadelphia, Pa., November, 1909.

LANDER, THOMAS ALBERT, perfume manufacturer, Brooklyn, N. Y., November, 1908.

LAYAT, JOSEPH M., perfumer, St. Louis, November, 1913.

LEMERCIER, M., perfumer, November, 1908.

MAGNUS, PERCY C., of Magnus, Mabee & Reynard, essential oils, New York, November, 1916.

MULLER, JOHN, soaps, New Orleans, November, 1910.

PENNOCK, STANLEY B., son of general manager of the Solvay Process Co., killed in an explosion in plant of Aromatic Chemical Co., Newark, N. J., November, 1916.

RICKSECKER, THEODORE WILDE, son of Theodore Ricksecker, perfumer, New York, November, 1916.

SCHAFFER, DR. LOUIS, of the Schaefer Alkaloidal Works, Maywood, N. J., November, 1912.

SCHAFFER, JACOB G., president Schaeffer Bros. & Powell Mfg. Co., soaps, St. Louis, November, 1917.

SCHMIDT, PHILIP, La Crose (Wis.) Soap Works, November, 1907.

SOFIO, LUIGI, essential oils, Messina, November, 1913.

SPIEHLER, ADOLPH, of A. M. Spiehler, Inc., perfumes, Rochester, N. Y., November, 1909.

SPURGE, EDWARD C., of the Ozone Vanilla Co., Niagara Falls, N. Y., November, 1912.

TWITCHELL, SELDEN, of S. Twitchell & Co., soda water flavors, Philadelphia, November, 1917.

UMNEY, CHARLES, distinguished chemist in pharmacy, and father of notable sons, London, Eng., November, 1916.

WARREN, ALBERT C., secretary Warren Bros. Soap Co., Boston, Mass., November, 1916.

WATTENSCHIEDT, RUDOLPH, of the Christopher Lipps Co., soaps, Balt'more, Md., November, 1910.

WELCH, JAMES H., long identified with the soap materials industry, New York, November, 1915.

WIEHLE, ROBERT, soaps, Ironton, Ohio, November, 1913.

WILBERT, MARTIN I., official of the United States Hygienic Laboratory, Philadelphia, November, 1916.

## Louis Montaland.

News has been received in New York by the O. A. Brown Co. of the death of Louis Montaland, of the firm of Montaland, Seve, Lefevre & Co., Hyeres, France. Mr. Montaland went to the front for his country in 1914, where he remained until 1915. He was then sent in his capacity as a chemist to the laboratory of Ministers of War at Lyon. His special knowledge was employed in the study of poisonous gases. Owing to ill health he was later transferred to a technical laboratory of the aero station at Paris. It was there that he was stricken with influenza and died in October.

Mr. Montaland, beside being interested in the firm of Montaland, Seve, Lefevre & Co., was engaged in distilling for many years Bulgarian Otto Rose, at Karlovo, Bulgaria, and had established a reputation for his label in France. He was 40 years old and leaves a widow but no children. Mrs. Montaland will retain her husband's interest in the company and there will be no change in its conduct.

## John A. Schenck

John A. Schenck, general superintendent of the American Can Company, 120 Broadway, New York, died Nov. 13 at his home in the Hotel Marseilles, of pneumonia. He had been ill only five days. Mr. Schenck was born in Bridgeton, N. J., 55 years ago, and entered business at an early age. He had been connected with the American Can Company since its incorporation in 1901, first serving as manager of its plant at Chicago. He was then made assistant district superintendent, and eight years ago became general superintendent. He is survived by his widow and two children, a daughter, Mrs. A. T. Burke, and a son, Eugene Schenck, who is serving with the Gas Defence Corps and is stationed in this country.

## Ernest Horat.

Ernest Horat, junior partner of Arthur Stallman & Co., New York, died at his home in Hasbrouck Heights, N. J., Nov. 3, aged 31 years. He was born in Basle, Switzerland, and after going through high school, took a course in pharmacy and later obtained a position with a retail druggist in the same town. Afterward he entered the employ of Planchon & Bourguet at Marseilles where he soon advanced through hard work and his general knowledge of the drug business. He became buyer for this house, which position he held for several years.

Soon after the war began he came to this country as representative of Planchon & Bourguet, assisting in disposing of large quantities of drugs and spices which had been placed in warehouses in New York. This enabled him to become familiar with the trade here, making friends wherever he went, and finally liking it so well in America severed his connections with Planchon & Bourguet. After taking a vacation, during which time he traveled through the country, he met Arthur Stallman, who recognizing his

(Continued on page 305.)

## PATENTS AND TRADE MARKS



## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to  
PATENT AND TRADE MARK DEPT.,  
Perfumer Pub. Co., 80 Maiden Lane, New York.

## PATENTS GRANTED

1,279,695. Paste-tube. Frank J. Hollis, Canandaigua, N. Y. Filed July 11, 1918. Serial No. 244,444.

In combination, a spout having oppositely located plain walls and intermediate exteriorly threaded walls, and a closure cap for the spout interiorly threaded and having its threads interrupted at opposite sides of its wall to provide grooves to receive the threaded intermediate walls of the spout in removing and replacing the cap.

1,280,698. Detergent Compound. Augustine W. Foree, Chicago, Ill., assignor of one-half to David S. Applegate, Chicago, Ill. Filed April 19, 1918. Serial No. 229,529.

A dry fabric-sponging composition consisting of a cleaning component comprising a mixture of soap, borax, absorbed ammonia and sodium nitrate and an abrading component comprising a mixture of rounded sand, fuller's earth and sodium chlorid.

1,281,010. Detergent. Rowland Hubbard, Philadelphia, Pa., assignor to George Edward Faber, Clarksboro, N. J. Filed July 27, 1917. Serial No. 183,116.

1. A liquid cleaner consisting of a creamy liquid admixture of naphtha soap, water, powdered pumice and

neutral oil which serves to keep the powdered pumice suspended in the liquid mass, substantially as described.

2. A liquid cleaner consisting of a creamy liquid admixture of soap, water, powdered pumice and neutral oil which serves to keep the powdered pumice suspended in the liquid mass, substantially as described.

## DESIGNS PATENTED

52,472. Talcum Powder Box. Harry R. Corey, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a corporation of New Jersey. Filed September 20, 1913. Serial No. 790,955. Term of patent 14 years.

The ornamental design for a talcum powder box, as shown and described.

52,480. Powder Receptacle. Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a corporation of New Jersey. Filed February 19, 1915. Serial No. 9,443. Term of patent 14 years. The ornamental design for a powder receptacle, as shown.

122,839. Certain Named Extracts and Colorings Used in Making Soft Drinks. The Beau-Site Company, New York, N. Y. Filed December 6, 1917. Serial No. 107,781. Published June 11, 1918.

122,843. Preparation for the Treatment of the Feet. James J. Bonner, Boston, Mass. Filed May 9, 1918. Serial No. 110,775. Published June 25, 1918.

122,852. Perfumes. The Crown Perfumery Company, New York, N. Y. Filed March 28, 1918. Serial No. 109,841. Published June 18, 1918.

122,868. Hair Color Restorative. Edlow Chemical Company, Elizabeth, N. J. Filed January 25, 1918. Serial No. 108,632. Published June 18, 1918.

122,877. Extract Perfumes, Toilet Waters, Face and Talcum Powders, Face Creams. A. J. Hilbert & Co., Inc., Milwaukee, Wis. Filed April 18, 1918. Serial No. 110,295. Published June 25, 1918.

122,878. Certain Named Chemicals, Medicines and Pharmaceutical Preparations. Shigetaro Shigetaro, Tokio, Japan. Filed February 27, 1918. Serial No. 109,241. Published June 25, 1918.

122,882. Washing Compound. Ideal Manufacturing Company, Milford, Mass. Filed April 6, 1918. Serial No. 110,025. Published May 28, 1918.

122,892. Washing Compound. Patrick J. Lowry, San Francisco, Cal. Filed April 17, 1918. Serial No. 110,280. Published May 28, 1918.

122,910. Toilet Soaps. Rese Products Co., Ltd., Zurich, Switzerland. Filed April 27, 1917. Serial No. 103,363. Published May 28, 1918.

122,924. Perfumery. Société Chimique des Usines des Rhône Anciennement Gilliard, P. Monnet et Cartier, Paris, France. Filed February 20, 1918. Serial No. 109,142. Published June 25, 1918.

122,962. Hair-Tonics. John Fernsler, Philadelphia, Pa. Filed April 22, 1918. Serial No. 110,373. Published July 2, 1918.

122,978. Liquid Disinfectant and Antiseptic for External Use. Lyster Chemical Company, Augusta, Me., and New York, N. Y. Filed May 17, 1918. Serial No. 110,959. Published July 2, 1918.

123,001. Dyes Combined with Soap. Sunbeam Chemical Company, Chicago, Ill. Filed June 5, 1918. Serial No. 111,382. Published July 2, 1918.

123,006. Preparation for Treatment of the Hair. Rebecca White, Birmingham, Ala. Filed May 28, 1918. Serial No. 111,244. Published July 2, 1918.

123,002. Soap Dye for Silk, Satin and Garments, Liquid Dye for Shoes and Leather Articles. Belle Rosenthal, Chicago, Ill. Filed May 10, 1918. Serial No. 110,821. Published July 9, 1918.

#### TRADE MARK REGISTRATION CANCELED.

16,105. Soap. Arthur Marsh, Lynn, Mass.; Lever Brothers Company, assignee. Registered December 18, 1888. Renewed December 18, 1918.

#### TRADE MARK REGISTRATIONS APPLIED FOR

100,948.—Lillie H. Williams, Helena, Ark. (Filed January 25, 1917. Used since 1914.)—Toilet preparations.

105,523.—Mellier Company Perfumer, St. Louis, Mo. (Filed August 7, 1917. Used since June 29, 1917.)—Soap.

105,524.—Mellier Company Perfumer, St. Louis, Mo. (Filed August 7, 1917. Used since June 29, 1917.)—Toilet preparations.

108,386.—The Klinker Mfg. Co., Cleveland, Ohio. (Filed January 9, 1918. Used since January, 1913.)—Toilet preparations.

108,437.—The Roselean Mfg. Co., Indianapolis, Ind. (Filed January 12, 1918. Used since February, 1915.)—Hair-grower.

108,687.—Peter Oil and Refining Co., Inc., Denison, Tex. (Filed January 29, 1918. Used since November 1, 1917.)—Peanut Oil, Peanut Cake and Peanut Meal, all for use as foods.

110,272.—Elysee Olive Olive Oil Co., New York, N. Y. (Filed April 17, 1918. Used since April 12, 1918.)—Edible Olive Oil Substitutes.

110,495.—Abraham Plough, Memphis, Tenn. (Filed April 27, 1918. Used since April 16, 1917.)—Toilet preparations.

110,704.—Hyman & Oppenheim, New York, N. Y. (Filed May 6, 1918. Used since March 6, 1918.)—Toilet preparations.

111,764.—California Soap Co., Inc., Los Angeles, Cal. (Filed June 24, 1918. Used since August 1, 1916.)—Soaps and Washing Powders.

111,871.—Pabst Pure Extract Co., Inc., Reading, Pa. (Filed June 28, 1918. Used since June, 1917.)—Flavoring Extracts.

111,991.—International Alcoholic Corp., Wilmington, Del. (Filed July 8, 1918. Used since April 19, 1918.)—Ethyl Alcohol.

112,002.—Corn Products Refining Co., New York, N. Y. (Filed July 9, 1918. Used since May 28, 1918.)—Soap.

112,004.—Edmund Dante Cutino, Kansas City, Mo. (Filed July 9, 1918. Used since December 16, 1913.)—Nail Polish and Hair Removers.

112,082.—Northam Warren Corp., New York, N. Y. (Filed July 11, 1918. Used since August 24, 1912.)—Toilet preparations.

112,172.—John G. Neumeister Co., Chicago, Ill. (Filed July 16, 1918. Used since April 18, 1918.)—Blended Olive and Peanut Oil.

112,466.—The Widlar Co., Cleveland, O. (Filed August 1, 1918. Used since November 30, 1917.)—Flavoring Extracts.

112,606.—Henry Jacob Havnor, New York, N. Y. (Filed August 7, 1918. Used since May 1, 1918.)—Cold Cream and Face Massage Cream.

112,660.—The Mendelson Corp., New York and Albany, N. Y. (Filed August 10, 1918. Used since May 1, 1893.)—Caustic Soda.

112,682.—The Bliss Laboratories, Inc., New York, N. Y. (Filed August 12, 1918. Used since August 15, 1911.)—Toilet preparations.

#### OBITUARY NOTES.

(Continued from page 303.)

worth, proposed a partnership arrangement with him which was afterwards consummated. Mr. Horat endeared himself to everybody with whom he came in contact and will be greatly missed by all of his friends. Arthur Stallman will continue the business without any changes.

#### Charles W. Snow.

Charles Wesley Snow, long a member of the National Wholesale Druggists' Association, which he had served as a vice president and a member of the board of control, died of paralysis at his home in Syracuse on Nov. 9, aged 82 years. He founded the C. W. Snow Drug Co., of that city, and was vice president of the Gibson-Snow Drug Co., after the combination of the Snow and Walker-Gibson Drug interests. He was identified with various banks, was president of the Syracuse Chamber of Commerce, and was a thirty-third degree Mason. His widow, a son, Nelson P. Snow, and a daughter, Mrs. Irving S. Merrell, as well as eight grandchildren, survive him.

#### Obituary Notes

George L. Douglass, for many years general counsel for the Proprietary Association of America, died in Washington on October 25 at the age of sixty-five.

Mrs. Bertha Giese, wife of August Giese, died recently at the age of seventy-five. She is survived by her husband and two sons, Alfred H. Giese and Otto Giese. Mr. and Mrs. Giese were married forty-five years.

Ernest A. Bromund, manufacturer of wax products, with office at 258 Broadway, New York, and factory at Elmsford, Westchester county, died November 5, in the Roosevelt Hospital, following a lingering illness. He was in his fifty-first year. Mr. Bromund was born in Germany, but arrived here when only four years old. He later became a manufacturer of bleachers' bees wax. Mr. Bromund leaves three children.

Mrs. Ramon Crusellas, Jr., wife of a member of the firm "National," died after two hours' illness of influenza on October 6. She is survived by her husband, who is now out of danger from an attack of the same dread disease, and a son five years old.

#### "Perfumer" Read From Cover to Cover.

(C. L. Hamilton Co., Toilet Preparations, Washington, D. C.)

THE AMERICAN PERFUMER is a most welcome visitor, and is carefully read, from cover to cover, including the advertisements.

## FOREIGN CORRESPONDENCE AND MARKET REPORT

### ENGLAND.

**PERSONAL.**—John C. Umney, the perfumery expert, is receiving congratulations on the award of the Military Cross to his only son, Second-Lieutenant J. Howard Umney, R.A.F. His exploits are described in the Gazette as follows: "During recent operations he destroyed five enemy machines. By his untiring energy and keenness, both in the air and on the ground, he set splendid example to other observers in the squadron, and greatly helped his pilot in successful encounter." Lieutenant Umney was educated at Charterhouse, and had just passed the London Matriculation when he joined what was then the Royal Flying Corps.

**ENGLISH AND GERMAN SOAP TRADE.**—At the twenty-sixth ordinary general meeting of the shareholders of A. & F. Pears, Ltd., held in London Oct. 9, Sir T. R. Dewar, Bart. (chairman), who presided, said that eight principal raw materials have, on an average, increased 170 per cent. over pre-war prices, and freights to some of the best markets are as high as 350 per cent., while, at the same time, they experienced considerable difficulty in getting either materials or freights at all. Notwithstanding this, however, the public is buying the best British soap at 6d. per tablet, and in Leipzig an inferior quality of German soap is selling at 10s. 6d. per tablet—when it is procurable. He quoted from a statement in a German paper that the authorities there have discovered that there are in that country 3,000 substitutes for soap, and have condemned 1,800 of them as injurious. Germany produced only 20,000 tons of vegetable oil pre-war, and imported 570,000 tons, which may account for some of the concoctions. At a large meeting held recently at Frankfort-on-Main of parties interested in commercial reorganization after the war it was promised by a representative of the Imperial German Government that the minimum requirements in oil and fat would form the first paragraph of the Peace Treaty, and that no peace was thinkable without restoring to Germany not only all the oils and fats she had been violently kept out of during the war, but a fresh supply of stupendous quantities to be delivered by her present enemies during the next twenty-five years. "Tempora mutantur—in these quickly changing times perhaps to-day that Government official would not couch his language in such a bombastical and dictatorial tone." At an extraordinary general meeting held subsequently a motion was unanimously carried to increase the capital of the company to £820,000 by the creation of 150,000 additional ordinary shares of £1 each.

The report for the year ended June 30 states that net profit was £91,438. £20,369 was brought forward, making £111,806. Dividends have been paid on the cumulative preferred ordinary shares at the rate of 12 per cent. per annum and on the ordinary shares at the rate of 20 per cent. per annum; £5,000 is placed to reserve, leaving £16,406 to be carried forward.

**W. J. BUSH & CO., LTD.**—The annual meeting was held at the Institute of Chartered Accountants, Moorgate

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### THE MARKET.

#### Essential Oils, Aromatic Chemicals, Etc.

The process of readjustment to peace conditions in the market for essential oils and perfumery products has progressed but slowly. Consumers are adhering steadily to their policy of purchasing from hand to mouth, as they are naturally expecting that with the re-establishment of something like normal transportation facilities the stringent conditions which have been in operation for the past four and one-half years will ease up. At the present time it is evident that while peace is here all of the conditions incident to world war are still operative, and it is unlikely that any great downward revision will be named in any of the essences for some months yet. While it is felt that a drastic readjustment of values is in order, in keeping with conditions of labor and transportation as they are bound to be in the course of a few months, sight is not lost of the fact that consumption is bound to get back to a more normal average. At the present time visible supplies of essential oil products are only moderate. Spot goods available for local distribution have all been bought at high prices, and only when replacement is possible at materially lower figures is there going to be any signs of a reaction. It seems to be the consensus, therefore, that while temporary drops in prices may occur here and there, bargain seekers as a rule are doomed to disappointment.

**Almonds.**—An upward revision has been named in peach kernel almonds to 45@47½ cents. Sweet, true oil of almonds is practically out of stock and is nominal at \$2.75@3 a pound. Bitter and F. P. A. almonds are holding steady under fair demand.

**Anise.**—A marked shortage of spot goods has been incidental in putting the market up 30 cents a pound. Closing prices for the technical variety were on a basis of \$1.55@1.60 a pound, while lead free descriptions were held at \$1.70@1.80.

**Cassias.**—Spot supplies of cassias are meagre to an extreme, although the easing off of Saigon, Batavia and China cassia, the spice, may ease the situation up at a later date. Closing quotations for technical grades were at \$2.80; lead free was held at \$2.90, and redistilled at \$3.50.

**Cubeb.**—There has been another sharp advance in this essence to \$8.50 a pound as the result of a succession of advances in the berries which have hit \$1.30@1.35 a pound for ordinary and \$1.35@1.40 a pound for the "XX" and powdered.

**Lavender.**—Owing to the decrease in production of the flowers in France last season and to the difficulty of obtaining either raw material or oil, the market has undergone a decided advance, with fleurs advanced \$6.50; Spanish to \$1.50 and spike lavender to \$1.50.

**Peppermint-Spearmint.**—While there is a prospect of good export trading in peppermint in view of the limited supplies on hand in England, France and other parts of Europe, there has been a temporary lull in demand and spot prices are down to \$5.10@5.15.

**Wormseed-Wormwood.**—The weakest product in the list during the period under review was wormseed, which was cut to \$5@5.50 a pound. Wormwood was also comparatively weak with offers down to \$5.25@5.50.

#### Aromatic Chemicals.

Nothing in the way of violent price upheavals is expected to appear in the market for aromatic chemicals or other perfumery agents incident to world peace, according to well-informed trade representatives. Stocks of most aromatic products utilized in perfumery making have been at the ebb of supply for practically four years past, and conditions are not going to improve materially for many months yet, according to these authorities.

The belief which has been erroneously entertained by some consuming interests that supplies can be replenished

(Continued on page 308.)

## PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)  
(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.		AROMATIC CHEMICALS.		BEANS.		SUNDRIES.	
Almond, Bitter	per lb. \$13.00-13.25	Origanum	.21-.25	Diphenylmethane	nominal		
" F. P. A.	13.50-13.75	Orris Root, concrete, foreign	5.15-5.25	Diphenyloxide	5.00		
" Artificial	5.50-6.00	(oz.)		Ethyl Cinnamate	nominal		
" Sweet True	2.50-2.75	Orris Root, concrete, domestic	5.00	Eucalyptol	1.40-1.50		
" Peach-Kernel	45-47½	Orris Root, absolute (oz.)	40.00-45.00	Eugenol	5.25-5.40		
Amber, Crude	2.50	Parsley	8.00	Geraniol, domestic	5.00-5.25		
" Rectified	3.25-3.75	Patchouly	28.00-30.00	" foreign	—		
Anise	1.55-1.60	Pennyroyal, American	1.65-1.80	Geranyl Acetate	7.75-8.00		
" Lead free	1.70-1.80	" French	1.25-1.40	" foreign	nominal		
Aspic (spike)	1.50	Peppermint Oil	5.10-5.15	Heliotropin, domestic	5.75-6.00		
Bay, Porto Rico	3.00	" redistilled	5.40-5.50	Indol, C. P.	nominal		
Bergamot, 35-36%	7.25-7.50	" twice rectified	5.75-5.90	Iso-Butyl-Salicylate	nominal		
Birch (Sweet)	3.00-3.50	Petit Grain, So. American	3.75-4.00	Iso-Eugenol	8.50		
Birchtar, Crude	.85	" French	6.50-8.00	Linalol, from bois de rose	6.00-6.50		
" Rectified	2.75	Pimento	2.95-3.10	Linalyl Acetate	—		
Bois de Rose, Femelle	5.00	Pine Needles, from Pinus		" Benzoate	nominal		
Cade	1.00-1.10	Sylvestris	2.25	Methyl Anthranilate	nom. 64.00		
Cajeput	.75-.85	Rose, Bulgarian	(oz.) 25.00-28.00	" Cinnamate	7.25		
Calamus	4.25-4.50	" French	25.00-28.00	" Septenone	10.00-12.00		
Camphor, Jap., "white"	.25	Rosemary, French	1.25-1.40	" Heptine Carbon	nominal		
Cananga, Java	5.85-6.25	" Spanish	1.25	" Paracresol	16.00		
" Rectified	6.50-6.75	Rue	4.00-4.50	" Salicylate	.85-.95		
Caraway Seed	7.75-7.90	Sage	4.25	Myrbane, rect. drums	.22-.24		
Cardamom	27.50	Safrol	.60	Musk Ambrette	100.00		
Carvol	15.00	Sandalwood, East India	13.50-13.75	" Ketone	50.00-55.00		
Cassia, 75-80% Technical..	2.80	" West India	nominal	" Xylene	35.00		
" Lead Free	2.90	Sassafras, artificial	.50	Nonylic Alcohol	nominal		
" Redistilled	3.50	" natural	2.50	Phenylacetaldehyde	70.00		
Cedar Leaf	1.10-1.25	Savin, French	6.00-6.50	Phenylethyllic Alcohol	45.00		
" Wood	21-22	Snake Root	20.00-22.00	Phenylacetic Acid	nominal		
Celery	20.00-22.00	Spearmint	5.25-5.50	Rhodinol, domestic	nominal		
Cinnamon, Ceylon	20.00-22.00	Spruce	1.20-1.25	" foreign	25.00		
Citronella, Ceylon	.50-.52	Tansy	4.00-4.25	Skatol, C. P.	nominal		
" Java	.75-.85	Thyme, French, red.	2.00-2.15	Terpineol, C. P.	1.25-1.50		
Cloves, Zanzibar	3.25-3.35	" white	2.00-2.25	Terpinyl Acetate	3.25		
" Bourbon	4.00-4.10	" Spanish, red.	1.80-1.90	Thymol	14.00		
Copabia	.95-1.05	Vetiver Bourdon	17.00-18.00	Vanillin	.90		
Coriander	32.00	Wintergreen (genuine gaultheria)	5.00-5.50	Violet, Artificial	10.00-12.00		
Croton	1.35	Wormseed	5.00-5.50				
Cubeb	8.50	Wormwood	5.25-5.50	BEANS.			
Cummin	10.00	Ylang-Ylang, Bourbon	12.00-15.00	Tonka Beans, Angostura	1.25-1.35		
Erigeron	3.50	" Manila	26.00-28.00	" " Para	.65-.70		
Eucalyptus, Australian, 70%	.60-.70			Vanilla Beans, Mexican	4.50-6.00		
Fennel, Sweet	3.75-4.00			" " Cut	3.25-4.00		
Geranium, African	10.50-11.00			" " Bourbon	whole... 2.50-3.00		
" Bourbon	9.50			" " Bourbon	cuts... 2.25		
" Turkish (palma rosa)	4.75-5.00			" " Tahiti	1.60-1.75		
Ginger	8.00-8.25	AROMATIC CHEMICALS.					
Gingergrass	3.25	Acetophenone	nominal	SUNDRIES.			
Guaiac (Wood)	6.00-6.25	Amyl Salicylate, dom.	2.75-3.50	Alcohol, cologne spirits, gal-			
Hemlock	1.20-1.35	" for	7.00-8.00	lon	nominal	5.00-5.10	
Juniper Berries, Rectified..	12.00-12.25	Anethol	2.50-2.75	Ambergris, black	(oz.) 12.00-15.00		
Lavender, English	24.00	Anisic Aldehyde	7.25-7.40	" gray	28.00-30.00		
" Fleurs	6.50	Benzaldehyde, domestic	4.75-5.00	Chalk precipitated		.05½-10	
" Spanish	1.50	" F. C.		Civet, horns	(oz.) 2.75-3.00		
Lemon	1.40-1.50	domestic.		Lanolin		.39-.55	
Lemongrass	1.40-1.50	Benzyl Acetate, domestic..	5.25-5.50	Menthol		5.50	
Limes, distilled	2.00-2.10	" foreign ..	nominal	Musk, Cab., pods	(oz.)	—	
" expressed	5.25-5.50	Borneol	10.00-11.00	" grains	" 25.00-28.00		
Limaloe	4.00	Bornylacetate	4.00	" Tonquin, pods..	" 26.00-28.00		
Mace, distilled	2.30-2.50	Bromostyrol	nominal	" grains	40.00		
Mustard, genuine	—	Cinnamic Acid	nominal	Orris Root, Florentine,			
" artificial	19.00-20.00	" Alcohol	45.00	whole			
Neroli, petale "Bigarade"	84.00-110.00	" Aldehyde	3.75-4.00	Orris Root, powd. and gran.		.27-.28	
" Bigarade	70.00-75.00	Citral	3.50-3.75	Rice starch		.30-.35	
" artificial	19.00-20.00	" C. P.	3.75	Talc, Italian	(tom)	.24½	
Nutmeg	2.30-2.50	" foreign	30.00	" French	nominal		
Oponponax	nominal	Citronellol, domestic	nom. 24.00	" domestic	20.00-40.00		
Orange bitter	2.25-2.50	" foreign	nominal				
" sweet, Italian	3.00-3.25	Cumarin, natural	nominal				
" sweet, West Ind.	1.80-2.00	" artificial, dom.	25.00-26.00				
		" artificial, for...	—				

## THE MARKET.

(Continued from page 306.)

over night from European sources, has done much to unsettle the market and create wrong impressions among the jobbing and distributing trade. For instance, the conclusion has been jumped at that because of the wholesale cancellation of Government contracts for explosive-manufacturing materials, such as toluol, phenol, glycerine, etc., some of the highly developed synthetic aromatics are bound to recede substantially.

Nothing could be further apart from the true facts of the situation, for the only augury portending lower prices on even the most simple of the complex group of synthetic aromatics lies in the knowledge that larger supplies of toluol, benzol phenol, etc., will soon be available. But even with accessibility to these products assured, there are a thousand and one other raw materials which all go into the makeup of cosmetics, perfumery, etc., which must still be transported overseas from war-ravished lands, and which are hardly likely to be available at any material concession from the prices which have been extant for so many years.

There are as yet no indications of any relapse from high costs of domestic materials utilized in perfume products. For instance, the alarming increase in taxation on alcohol during the war has already forced manufacturers of flavoring extracts to put these products up without the use of alcohol. It has long been contended that alcohol used in the arts and trades should be legitimately entitled to a lower burden of taxation than that for beverage purposes, and the restoration by the Finance Committee of the Senate of an amendment fixing the tax at \$2.20 per proof gallon on non-beverage spirits is only regarded as one step in the direction of lower first costs. Even this action does not assure any substantial decline from the present level of \$5.00@\$5.10 a gallon for cologne spirits alcohol.

While there is considerable conjecture in the trade as to the scope of competition which is likely to develop from France, which country has during the course of the war built up an industrial organization second to none in the world, the opinion seems to be general that she will not be in position to cut materially under present crude material costs for many months. Stocks of the leading perfume bases are down to a low ebb, due to failure of collections resulting from labor shortage.

The lavender crop is an example in point. Recent advices from Marseilles dwell on the fact that the lavender crop was practically a total loss, the collections being the smallest of any during the past twenty years. Select lavender flowers, utilized in the production of the essence, have advanced to 35 cents, while lavender oil "fleurs" has advanced approximately \$1.00 during the last few days.

The Bulgarian capitulation revealed the abject situation prevailing in the world's source of attar of rose supply. The crops during the past four years have been running at from one-half to one-third of normal, and "milady's boudoir" is deprived to this extent. The low ebb of supplies of Algerian geranium rose during the past year has now brought the price up to a basis of \$11.00 a pound for genuine pure essence. The French rosemary supply is likewise extremely limited, and Spanish is also advancing. Neroli, another of the important perfume bases, has been sold in this market at \$130.00 a pound, and it is believed that anything available could be quickly disposed of at \$110.00.

In a close-up view of the situation now opened up, "Peace" can hardly be regarded as a bearish influence. On the contrary, relaxation from the great stress of the war is going to create a greater demand than ever for perfume products. The general run of such synthetics as heliotropin, artificial violet, coumarin and the various salicylates, may show temporary drops here and there, but on the whole the outlook favors a continuance of firm prices. German competition is not likely to figure to any great extent, it is thought, but other countries, such as Switzerland, England and Scandinavia, which have long labored with the chemical problems arising out of the war, have met with signal success in their efforts at producing coal-tar intermediates. It may be stated without fear of contradicting the strong beliefs of perfume makers in the maintenance of firm price levels for some months that domestic factors, large and small, are already experiencing

some relief in the intermediate market through releases of material that can be spared from ammunition manufacture, but this material has long been needed and will be quickly absorbed.

## Vanilla Beans.

Despite a heavy increase in the volume of importations, all varieties of Mexican and Bourbon vanilla beans have remained in comparatively strong hands. Strength in Bourbon beans has been particularly pronounced in sympathy with an advance approximately twenty-five francs in Marseilles. The importations of Bourbon beans from France have been irregular and erratic and the opinion has been gaining headway that speculative interests who have anticipated the declaration of peace have bought up large lots with the intention of disposing of them to the former Teutonic belligerents.

As regards Mexican vanilla beans, the market has continued comparatively strong, with dealers naming \$3.25@4 a pound for cuts and \$4.50@6 a pound for whole beans. There have been comparatively heavy arrivals of Mexican vanilla during the past six weeks by rail, and the belief has been prevalent that with the easing up of the shipping situation the Government will shortly take steps looking toward the removal of the embargo against shipments of Mexican beans via boat. The latter contingency would expedite shipments to a large extent and would no doubt result in the elimination of the great difference now existing between selling prices for whole and cut beans. At the present time this differential is \$1 a pound, but it is expected that a pre-war difference of about 50 cents may soon reappear.

The syndicate which took close to 50 per cent of last year's Mexican vanilla crop and disposed of it through other than the recognized channels of distribution, has now practically been wiped out, according to last advices in the trade. The position of South American beans has tightened further with \$3.25@3.50 a pound now nominally named. However, there are large stocks of South American beans on the island of Guadeloupe, and the prospects are that the embargo against shipments of these beans to this country will soon be lifted.

## FOREIGN CORRESPONDENCE.

(Continued from page 306.)

Street, London, E.C., on October 24. James M. Bush (chairman) presiding. In the early part of the year the turnover declined, but renewed activity was shown in the latter part, so that the total turnover was little less than that of the preceding year. The gross profit suffered a small decline owing to the depreciation of the rouble, while the expenses increased considerably, with the consequence that the net profit shows a considerable decrease. The accounts show a balance of £64,004, out of which it is proposed to pay a final dividend of 12½ per cent. on the ordinary shares, making, with the interim dividends already paid, 20 per cent. for the year, the amount of which is £25,000. This will leave the sum of £39,004 to be carried forward, which sum is estimated to be sufficient to provide for excess-profits duty and Russian taxation, and also to provide a substantial sum towards wiping out any further losses which may be incurred in Russia.

## FRANCE

PERSONAL.—Sergeant Lucien Ricord, of a French infantry regiment, who was wounded in action near the end of the war, is still in a hospital, but his friends will be pleased to learn that he is convalescing. The sergeant is a son of Leon Ricord, general manager of the house of Roure-Bertrand Fils, Grasse, France.



### THE WAR AND THE SOAP INDUSTRY.

Outside of the news relating to the soap industry which is printed in this section our readers should refer to our Washington budget which begins on page 287 and contains much matter of interest to all persons who are engaged in the soap and allied industries.

Also in our Trade Notes Department, in our Foreign Correspondence and elsewhere in the present issue there will be found matters of concern for soap makers.

### WAR SERVICE SOAP COMMITTEE

A War Service Committee of the Manufacturers of Soap has just been certified to the Government by the Chamber of Commerce of the United States. Nearly 400 war service committees, representing as many industries, already have been formed and have been accepted by the War Industries Board and by other Government departments. The Soap Manufacturers' Committee consists of the following:

Sidney M. Colgate, Colgate & Co., New York, Chairman.

N. M. Dalton, Peet Bros. Mfg. Co., Kansas City, Mo., Secretary.

Wm. F. Thompson, N. K. Fairbanks & Co., New York.

Sidney Kirkman, Kirkman & Son, Brooklyn, N. Y.

L. H. Waltke, Wm. Waltke & Co., St. Louis.

W. E. McCaw, Procter & Gamble, New York.

George B. Wilson, Globe Soap Co., Cincinnati, Ex-officio member.

### GLYCERINE PRICES ADJUSTED FOR PRESENT.

The October 17 and 18 conferences and meetings of the War Committee of the Soap and Candle Industries and the Food Administration in Washington were marked by long discussions, but there were no immediate results. Later on the price of 50 cents per pound for an estimated quantity of 11,000 long tons of glycerine, during the first six months of 1919, as proposed by the War Committee of the soap and candle industries, was accepted by the Inter-departmental Glycerine Committee. Several minor changes were made in the recommendations offered by the trade committee.

The terms of sale will be 50c. per pound f. o. b. producing point, drums included, Du Pont specifications for both glycerine and drums; terms of payment to be 1 per cent. discount off for cash in 10 days, net 30 days.

The Food Administration decided also to establish this price of 50c. per pound as a minimum price for all sales of refined glycerine either dynamite or chemically pure for both domestic or foreign consumption over the first half of the year 1919, except that chemically pure glycerine may be sold on the usual chemically pure terms of 1 per

cent. discount for cash 10 days, or net 30 days, freight prepaid, drums extra and returnable at sellers' expense.

Owing to some confusion among buyers and sellers of glycerine as to prices and terms for refined glycerine over the balance of this year, the Food Administration has notified all sellers of refined glycerine that the agreed dynamite glycerine price for this year be maintained at 58c. per pound for October and November, and 56c. per pound for December contract. Terms net cash f. o. b. producing point, drums included, and that this same price be maintained as a minimum price for C. P. glycerine, except that chemically pure glycerine may be sold on the usual terms of 1 per cent. discount for cash in 10 days, net 30 days, freight prepaid, drums extra and returnable at sellers' expense.

### MORE CONTROL OVER OILS AND FATS.

Government control of the foodstuffs of the country has been made more stringent and complete, the Food Administration announced November 7, by the extension of the licensing machinery of that organization by Presidential proclamation. As a result, the manufacture, storage and distribution of various foods, which heretofore have not, in part or whole, been in the licensed class, now will be compelled to stay within the limits prescribed by the Government.

The proclamation is designed to give more control over the glycerine extraction of animal and vegetable fats and oils. For this purpose all concerns engaged in the business of importing, manufacturing or distributing the following, if not already so licensed, were required to secure a license on or before November 15: Chinese vegetable tallow, cocoanut stearine, cocoanut olein, cod oil, cod liver oil, cohune oil, fish and marine animal oils, lard oil, lard stearine, linseed oil, mustard-seed oil, mutton tallow, neatfoot oil, neutral lard, oleostearine, oleo stock, olive oil, rapeseed oil, sesame oil, shea nut oil, sunflowerseed oil, tallow and all other animal or vegetable fats and oils, including hydrogenated fats or oils, which are in whole or part edible, or which may be edible.

### ALL THE WORLD LOSING FAT

One of the most serious phases of the war from the economic and biological viewpoints is the great and steady reduction in the world's supply and production of edible fats. Before the war was two years old, the Central Powers were face to face with marked human physical depreciation and popular war-weariness due to hunger, because the mechanical exigencies of the military establishments had compelled them to draw upon the stocks and supply sources of food fats. Greases that ordinarily were

consumed entirely by the human population were taken for war uses, and the supplies of body-building and heat-producing foods have steadily declined since. In a lesser degree the same condition has prevailed in all the countries at war. In the United States export demand increased the price and reduced the supply of edible fats, although the production was increased before we entered the war. Since that time military and naval operations have greatly increased consumption, and the reduction in the amount of fats in commercial channels has been marked.

On July 1 the Federal Bureau of Markets made a nation-wide survey, the results of which have just been tabulated. They show that the stocks, aside from those held by retail dealers, were:

Lard, 114,693,782 pounds; lard compounds (including substitutes other than purely vegetable substitutes), 50,410,780 pounds; solid vegetable cooking fats, 42,636,551 pounds; oleo stock, oleo oil, and edible tallow, 30,770,747 pounds; cottonseed oil, 41,718,647 gallons; olive oil, 501,995 gallons; peanut oil, 4,839,931 gallons; corn oil, 2,891,457 gallons.

The figures given include stocks actually reported as on hand by manufacturers, storage houses and wholesale dealers, and also quantities reported as in transit from these stores. The stocks of retail dealers, as reported for July 1, 1918, are not included, since these reports are still in process of being tabulated. In a similar survey made by the Department of Agriculture for January 1, 1918, the retail stocks constituted the following percentages of the total commercial stocks of the commodities considered:

Lard, 29.5 per cent; lard compounds, 28.3 per cent; solid vegetable cooking fats, 28.9 per cent; oleo stock, oleo oil and edible tallow, 2.2 per cent; cottonseed oil, 2.5 per cent; olive oil, 44.8 per cent; peanut oil, 4.8 per cent.

In the case of lard and lard compounds, the stocks reported as on hand on July 1, 1918, were slightly less than the corresponding stocks for July 1, 1917, the percentages being 96.3 and 98.4, respectively. The holdings of oleo stock, oleo oil and edible tallow were 87.8 per cent of those reported a year earlier. The greatest decrease is noted in the case of olive oil, where the holdings on July 1, 1918, were only 35.8 per cent of the holdings for July 1, 1917. In the case of the four remaining commodities, the stocks reported represent an increase over the corresponding stocks of a year earlier, the percentage of increase being as follows: Solid vegetable cooking fats, 14.5 per cent; cottonseed oil, 8.2 per cent; peanut oil, 194.8 per cent; corn oil, 56.6 per cent.

An encouraging offset to this decrease is the steady increase in the output of food animals for this year and the consequent addition to the supply of purely animal fats. Receipts of cattle, hogs and sheep at fifty-eight markets during the first eight months of 1918 show that the receipts of cattle increased 12.3 per cent, hogs 10.6 per cent and sheep 5 per cent when compared with the receipts of the corresponding period of 1917. Comparative figures on shipments and local slaughter also show increases for the first eight months of 1918, with the exception of the slaughter of sheep, which shows a decrease of 2.2 per cent during the first eight months of this year.

#### U. S. Troops Are Clean Fighters

American soldiers in France are not neglecting their personal appearance. The War Department announced November 18 that 119,000,000 cakes of soap, 53,000 boxes of talcum powder, 100,000 packages of tooth paste and 170,000 packages of shaving soap and paste were among the purchases for the overseas forces during the last six months.

#### British Prohibition on Tallow and Oil

A cablegram of November 9 from the American Consul General in London states that a proclamation has been issued prohibiting the importation of whole stearine and tallow and olive oil.

#### SOFT SOAP FROM MOLASSES POTASH

In view of the scarcity of potash, which is an essential material for making soft soap, it may be of service to recall that a considerable quantity of potash is obtained from the alkaline salts of the sugar beet, which are left residual in the molasses after the separation of the sugar, in the course of the manufacture of this latter product, says a contemporary. After converting the molasses into spirit the residue is concentrated and carbonised, yielding a crude potash of the following average composition: 24 to 50 per cent carbonate of potash, 17 to 26 per cent carbonate of soda, 16 to 21 per cent chloride of potassium, 3 to 13 per cent sulphate of potassium, 14 to 22 per cent insoluble matter. In this condition the potash is unsuitable for soft soap manufacture, on account of the quantity of soda present; but on the removal of the latter, by the aid of extraction with water and repeated recrystallizations, a refined potash is obtained suitable for the manufacture of soft soap in the summer. Its constitution is now as follows: 80 to 91 per cent carbonate of potash, 2 to 5 per cent carbonate of soda, 1 to 3 per cent chloride of potassium, 1 to 3 per cent sulphate of potassium, 1 to 10 per cent water. For natural grain soaps this potash contains too large a quantity of soda for the production of a good grain, and for soft soaps it should only be employed in summer or warm weather, the soda rendering the soap liable to harden in the cold season of the year. On the other hand, in summer it is not necessary, as is the case when working with 98 per cent mineral potash, to add soda lye in order to obtain a soap that will resist the summer temperature—that is, provided the oil used contains a little stearin. When, however, a pure linseed oil soap is to be made with molasses potash an addition of soda lye will be requisite to give the necessary consistency. The process is performed as follows: According as the soap is to be ground with carbonate or other salt solution, or to be filled with potato flower, the potash is mixed with 45 to 55 per cent of lime to form a 33 deg. Bé. lye. The first extract of 30 deg. Bé. strength is run into a special vessel, and the strong slaked lime is mixed with a 4 deg. to 6 deg. Bé. potash, lye, which should be well crutched in, so that no trace of deposited lime remains undissolved. In the absence of potash lye may be used. The resulting lye, after the lime has settled down—which will require between five and twelve hours—is of 18 deg. to 22 deg. Bé., and this is run into the first extract until the mixture indicates about 24 deg. to 25 deg. Bé. A sufficient quantity of this being placed in the copper and raised to boiling heat, the olein is gradually added, and if the boiling has been properly carried out the stock soap may be regarded as finished.

#### SOAP AND GLYCERIN MAKING IN INDIA.

It is reported that the Madras government contemplates opening a soap factory at Hyderabad and that a recent visit of the Director of Industries and Commerce of Hyderabad to Malabar was for the purpose of collecting information and copying the government soapery in Malabar as regards plant, etc. It is believed that the Bombay government will soon establish a soapery and indeed it is evident that the several provinces are inquiring into the possibilities of the soap business which Sir F. A. Nicholson has so successfully established and proved to be a sound commercial proposition. More than all this, it is quite probable that the Munitions Board before very long will be running large factories at various centers in India for the manufacture of glycerin. A glycerin industry is well calculated to bring in its wake factories for the manufacture of soaps and candles and altogether the outlook for the oil trade is certainly promising. The west coast, it is stated, is well suited for the manufacture of glycerin, for oils of all descriptions are available in large quantities.

# THE SPLITTING OF FATS WITH SULFO-AROMATIC ACIDS\*

By Professor Dr. L. UBBELOHDE and Dr. W. ROEDERER

Among the different methods for the splitting of fats now in the foreground of interest the splitting with fat separators until very recently was the subject of animated controversies which comprised the duration of the splitting and the quality of the products obtained.

The fat separators, as is known, are substances which are obtained under certain conditions of reaction from sulfuric acid, a fatty acid and an aromatic hydrocarbon, naphthalene being the most serviceable. Separators, however, can be produced from all unsaturated and oxy fatty acids, and also from their glycerides, but not from unsaturated acids and their glycerides. In place of fatty acids woolsfat alcohols of a fatty consistency may be used.

The action of these separators is twofold: firstly emulsifying and secondly splitting off hydrogen ions and thereby saponifying. The product from oleic acid, naphthalene and sulfuric acid is sold in the market under the name of "Twitchell Reactive."

Recently a separator resembling the Twitchell Reactive, the so-called "Arrow Ring Separator,"<sup>1</sup> has been taken up; this differs from the Twitchell separator in that for its production the fatty acid of hardened castor oil is used in place of oleic acid. Some time ago the action of this new separator was claimed to be much greater than that of the Twitchell separator, but this was decidedly disputed from other sides. On account of the importance gained by this method in the technic it seemed desirable to obtain clearness. We do not consider it necessary to report on the tests with "Twitchell Double" and "Kontakt," the separators which have become known in the most recent time.

## Execution of the Splitting After Twitchell in the Technic.

Before entering upon the comparative examinations of the different separators the method used in the technic for the splitting of fat with the Twitchell reactive may be described briefly.

The splitting requires that the fat to be saponified is freed from certain impurities. For this purpose it is first "acidified," that is treated with sulfuric acid. This is done in a tank lined with lead and fitted with a stirring blower and steam coil. After melting 1 1/4 to 2% sulfuric acid of 60° is poured over the fat in the tank with a sprinkler. After constant stirring by steam the fat is left quiet for a time and the acid water drawn off.

The fat thus treated preliminarily is then removed to the "splitting tank" which is best made of pitch pine, avoiding all iron parts, and fitted with a steam coil of lead. In no case must iron parts be used in the interior of the tank, because they are affected by the acids and iron soap gives a brown color to the fatty acid.

To prevent the oxygen of the air from contact with the fatty acid the tank is closed with a well-fitting cover, so that during the process of the splitting an atmosphere of steam can be kept over the fat. The fat is brought into this tank with some water and the mixture heated with

direct steam to 100°. After adding the separator mixed with a little water and 1/2 to 1% fat the cover is closed and the steam turned on which constantly stirs the emulsifying mass and keeps it at 100°. After 20 to 24 hours the splitting comes to a standstill. The steam is then turned off and the glycerine water permitted to settle. In the meantime, to keep off the air, another steamcock which enters the tank above the surface of the fat is opened.

Then the glycerine-water is drawn off, some pure water added and the fat split further by a second boiling. Before this boiling process ends some barium carbonate is added and the substance permitted to boil ten minutes longer to neutralize the free sulfuric acid. In this manner, according to the nature of the fat, results of up to 95% of free fatty acids are obtained.

This method has several advantages; it is simple and the cheapness of the plant makes it profitable also for small establishments. This is of especial importance in the present wartime, when all glycerine obtainable has to be used for explosives. That also was the reason why the work presented here was carried out during the first months of the war.

## The Production of the Separators in the Technic.

Twitchell<sup>2</sup> describes the production of the separator as follows:

"To produce the reactive a fatty acid, for instance commercial oleic acid, is mixed with any member of the aromatic group, like benzol, phenol, naphthalene, etc., in quantities corresponding with their molecular weights, as this proportion gives the best results. The mixture is then treated with sulfuric acid and left standing, until the reaction has taken place. Then water is added to wash out the remaining sulfuric acid, whereupon the combination formed appears as a clear oil on the surface and can easily be removed for further use."

For the production of the Twitchell reactive in the market naphthalene is generally used.

## Arrow Ring Separator.

The Arrow Ring Separator is produced in the United Chemical Works, Charlottenburg, in practically the same manner as the Twitchell reactive from naphthalene, sulfuric acid and hardened castor oil. The patent application reads:

"Claim to a method for the use of the action of aromatic sulfo-fatty acids and fats in the splitting of fats, oils and waxes in which the fats or fatty acids serving for the production of sulfo fatty acids used as splitting mediums are first subjected to a process of reduction."

## The New Separators "Twitchell-Double" and "Kontakt"

The Twitchell Double Reactive<sup>3</sup> is a salt of the naphthalene sulfo oleic acid which is obtained from the ordinary separator. It is therefore free of oleic acid and sulfo oleic acid, and the inventor believes to obtain particularly clear splitting products with it. On the other hand the very effective sulfuric acid is missing. For this reason, and to form the free naphthalene oleic acid from its salt, an addition of sulfuric acid is indispensable before every splitting

\*From *Der Seifenfabrikant*, Aug. 20, 1918.

<sup>1</sup>This work was carried out during the winter semester 1914-15 and the summer semester 1915, but is only published now, on account of the war.

<sup>2</sup>German patent 114,491 of March 6, 1898.

<sup>3</sup>German patent application of the United Chemical Works, Charlottenburg of 1912, and English Patent No. 749 of 1912.

<sup>4</sup>German patent 114 of March 6, 1898.

<sup>5</sup>German patent application of E. Twitchell of July 4, 1912.

ting. The sulfo salt forming in this process is a disagreeable ballast of the glycerine water. Then there is also the possibility of the formation of sulfo fatty acids from the fat addition, and for this reason no great weight can be attached to the removal of the sulfo oleic acid from the separator.

The term "reactive" does not seem justified, because the new product is free from catalytically active constituents and simply is an emulsion. For this reason half of the separator is entirely sufficient for the splitting, but larger quantities of sulfuric acid have to be added than are contained in other separators before their use.

The "Kontakt-Separator" by G. Petroff, is a Russian product and does not concern the German soap industry at present. According to the statements of the inventor it is obtained from mineral oils by treatment with concentrated  $H_2SO_4$  and consists of sulfo naphthalene acids. The fatty acids obtained with "kontakt" do not seem to surpass the fatty acids obtained with other separators in regard to the clearness of the quality, because otherwise this would have been especially emphasized. Concerning the duration of the splitting we would like to point out that the splitting of tallow<sup>1</sup> carried out with 1% "kontakt," with

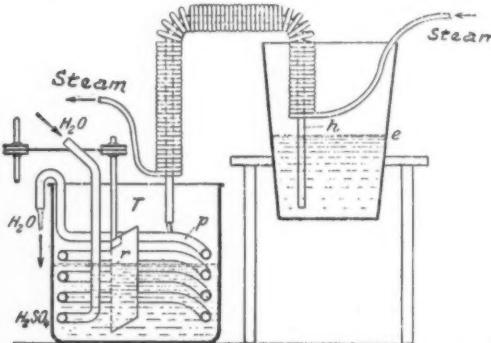


FIG. 1—APPARATUS FOR PRODUCTION OF SAPONIFIERS.

similar results, took about as much time as our other splittings.

One disadvantage, without doubt, is the very bothersome neutralization of the sulfo naphthalene acids in the glycerine water and the fatty acid. The observation that with the concentration of the glycerine water a large quantity of fat still separates itself does not appear to be a recommendation. The complete separation of the emulsion evidently proceeds with difficulty and this surely is troublesome in the manufacture. For this reason the two latter separators have not been used in the following comparative experiments.

#### COMPARATIVE EXPERIMENTS IN REGARD TO THE ACTION OF DIFFERENT SEPARATORS.

##### Production of the Separators for the Experiments.

For the comparative experiments different separators were produced under experimental conditions which were kept equal as far as possible. The apparatus used is schematically shown in Fig. 1. In every case 3.6 kilograms fat or fatty acid were clearly melted in a tub with 2.018 kilograms naphthalene and the mixture was kept warm enough that the naphthalene no longer separated. The

mixture was slowly transferred to an enamel pot "T" which contained 14.4 kilograms sulfuric acid. This was accomplished with the siphon "h" which was heated by a steam coil, to prevent the crystallization of the naphthalene in the siphon and the clogging of the latter. The transferring of the mixture always took one hour and while it was going on the mass was constantly and thoroughly mixed by the stirrer "r." The reaction heat caused a rise of the temperature which was then kept uniformly at 35° C., with the aid of the water-cooled lead coil "p." As soon as the mixture had run into the sulfuric acid the cooling water was turned off. The lump which formed in some cases was crushed with a spatula and the whole mass stirred a few hours longer, until homogeneity set in. The brown raw separator thus obtained was left to itself until the completion of the reaction, about 48 hours figured from the beginning of the process. Then it was slowly stirred into 20 litres of water of 35°. While this was done the temperature rose to 68 to 70°, and sulfuric acid escaped, in especially large quantities from the oleic acid separator. This is explained by the fact that the sulfuric acid oxidized a part of the original products and thereby was reduced to sulfuric acid. When stirred into water the separator collected on the surface of the strongly acid washing fluid, was separated from it and heated an hour longer on the water bath, to bring about the smooth separation from the washing fluid.

In this manner a whole number of different separators were produced from oleic acid, castor oil and its acids, and hardened castor oil and its acids.

(To be continued.)

##### To Change Control of Potash Industry

Federal Government jurisdiction over the development of the potash industry under the minerals bill has been entrusted to the Bureau of Mines, United States Department of the Interior, by a sudden switch from the War Industries Board. It may be said that the minerals bill does not particularly please the Government officials the more mature consideration they give it. They feel that there should be legislation to meet peace conditions, while this act is essentially for war conditions. The minerals act would cease to be operative in two years.

##### Conference on Furnace Potash

To determine in a practical way, under Government supervision and with the hearty co-operation of blast furnaces and cement plants, just how much potash can be recovered from the flues of these industries and at what cost was the subject of an important conference held October 24 in the War Industries Board at Washington. More than thirty men prominent in the iron and steel blast furnace industry and cement plants met with Government officials.

##### Patent for Hard and Soft Soap Products.

J. Leimdörfer. Austria, 71,790. In admixture with the usual fats and fatty acids, oxidized (atomized), polymerized fats, fatty acid or their derivatives (excepting natural castor oil) containing substituted halogen or acid radicals, or their mixtures with an amount of alkali necessary for the formation of normal fatty acid salts and the usual alkali excess, are saponified below the boiling temperature.

##### Always Anxious to Get the Perfumer.

(From Charles C. Carter, Chicago, Salesman for Adolph Spiessler, Inc., Manufacturing Perfumer.)

I am always anxious to receive your paper and get the news of what is going on in the perfume world.

<sup>1</sup>German patent 264,785 of April 2, 1908. See "Seifensieder-Zeitung 41, p. 1087 and 1108 (1914).

### A NEW OIL FRUIT IN THE CONGO DISTRICT

*Der Seifenfabrikant, No. 29/30, July 24, 1918.*

Shipments of the kernels of a species of shrubs growing in tropical West Africa have reached England. They are called "Strophomena" and, according to tests made, contain a certain percentage of oil. The kernels have a diameter of about  $1\frac{1}{2}$  inches, are of oblong shape and dark brown color and contain 38.6 per cent of a light yellowish, soft fat, together with 7.7 per cent of moisture, giving an average of 41.8 per cent of fatty substance in the dried kernels. Neither the smell nor the taste of the fat is disagreeable. The result of the chemical analysis was:

Specific gravity .....	0.8596
Fatty acids .....	8
Saponification value .....	181.1
Melting point .....	29° C.
Neutralization of fatty acids .....	183.2
Condensation point of fatty acids .....	57° C.
Glycerin .....	6.9%
Iodine .....	67%
Not saponifiable .....	0.5%
Volatile acids .....	0.11%

The residues remaining after the extraction of the oil had a brownish color and a disagreeable, astringent taste, indicating the presence of a considerable quantity of tannin. This is also shown by the following figures:

Moisture content .....	7.3%
Insoluble .....	44.3%
Tannin .....	30.7%
Other substances .....	17.7%
Ash .....	3.3%

From the tests made it does not appear probable that the waste matter will have a commercial value as a tanning medium, despite its large content of tannin, but the fat content of the kernels seems to be sufficient to give them a lasting value in the oil market. The difficulty of the use of the by-products, however, has also to be taken into consideration. On account of their tannin content they cannot be considered for fodder purposes and their dark color makes it improbable that they may be used to advantage in the tanning industry.—*From Foreign report of the German War Commission for Vegetable and Animal Oils and Fats.*

### Produce Exchange Acts on Oil Leakages.

M. B. Snevilly, chairman of the Oils, Waxes and Fats Committee of the New York Produce Exchange, presided over a meeting held November 8. It was decided to appoint a committee to communicate through the proper exchange channels with the Railroad Administration in relation to claims for loss and damage in the matter of oil shipments. The meeting also appointed a committee to draft and submit to the trade a proposed form of uniform contract.

### Inquiry Into Rosin Production Cost.

The cost of producing rosin is under official inquiry in order that the War Industries Board may have more exact information at its disposal. There are fifteen companies in the field located in Georgia, Florida, Alabama, Louisiana and Mississippi. The work was begun recently and will be finished early in December.

### British South Africa Imports.

In 1916 British South Africa imported vegetable oils valued at \$1,261,135, a considerable increase over the previous year. Glycerine imports were \$1,826,393, a slight increase. Soap imports amounted to \$461,334, an increase of \$85,000. Soap of the value of \$98,610 was exported, an increase of \$53,000.

### Soap Imports Into East Africa

In British East Africa and Uganda there was an increase in 1916 of 140 per cent over the previous year in imports of soap, the value being \$257,705. In 1917 the imports were valued at \$252,877, and practically all were of British manufacture.

### FEATURES OF SOAP MATERIAL MARKET.

*(Continued from next page.)*

by the Government it is certainly going to allow the Jap to get a very strong foothold, from which it will be difficult to dislodge him.

Cocoanut oil is selling here in New York, November 19, at 17@17½ cents per pound, and in Marseilles about 30 cents per pound, and the entire Continent is destitute of these oils and fats, of which fact the Jap will soon take prompt notice.

### Heavy Chemicals.

The effects of peace on the heavy technical chemical market have been generally bearish and the prospect is that after a careful survey of outstanding contracts authorities will see fit to remove numerous restrictions on the sale of these materials to foreign as well as domestic consumers. The markets on caustic soda, bleach and chlorine have declined and offers are being made at lower prices. In caustic soda the general asking quotation has gotten down to \$3.80@3.90 a hundred against \$4.40@4.50 a few weeks ago. The contract price for caustic soda over next year is being maintained at \$4.50 a hundred basis of 60 per cent at works, however, and it would appear that if export facilities are reopened the market may become stronger. The demand for soda ash has been well up to the average, the light in single bags being held at \$2.65 ex-store New York, with double bags for prompt shipment from the middle west quoted at \$2.85 a hundred. The production of sulphuric acid is still being taken up almost entirely by essential industries, under the regulations of the War Industries Board, but restrictions may be removed now that the demand for explosive materials has ameliorated. The active demand which had been in evidence on silicate of soda for so many weeks seems to have abated somewhat and there are now indications of an easier position with the 60 degrees available at \$5.75@6.25 a hundred weight.

### DANISH OIL SUBSTITUTE EFFORTS

The various industries in Denmark requiring vegetable or animal oils in the manufacture of their products have been handicapped during the last two years by a shortage of materials. This has led to attempts at substitution. These efforts, while not producing satisfactory results in many instances, are at least interesting as experiments.

The cultivation of mustard seed appeared promising, as mustard is a very hardy plant, and a considerable amount of it is already to be found in the country. The factories succeeded in interesting several of the large farmers in this scheme, and about 28,000 acres during the present season have been devoted to this crop. The harvest of the crop is now about finished, with an apparently good yield. From the mustard a certain amount of cattle feed, as well as oil, is expected. The oil has been found to be adapted for both illuminating and lubricating purposes. Whether or not the yield of feedstuff and oil will be sufficient to render the crop a profitable one remains to be seen.

Experiments were made about a year ago with oil obtained from sunflower seed. The oil was found to be edible and capable of being used in making margarine, but the growing of sunflowers on a large scale for this purpose was not profitable.

Flax, though not now cultivated in Denmark to any great extent, formerly grew in all parts of the country, and its cultivation is being encouraged for the sake of the oil in its seed. Poppy seed, also capable of being grown in the country, afford an oil which has been found to be quite satisfactory in making certain varnishes, and attention has likewise been directed to the extension of the cultivation of this plant.

The Industrieraadet and the Committee of Forestry have evolved a plan for collecting beechnuts throughout the country. These nuts yield a palatable edible oil. Inasmuch as a considerable quantity of the nuts can be had and high wages are offered for collecting them, a rather large amount of oil from this source is expected this year.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW

The signing of the armistice has brought about a tendency among buyers to stop, look, and listen. As a sequence, producers of tallow have been finding, temporarily, a thin market on which to sell; resulting in a temporary decline thus far of one-half cent to one cent a pound, depending on quality; while, on the other hand, New York Special Tallow in drums is still quoted at the latest sale, namely, 20 $\frac{1}{4}$ c a pound; although at this writing the best available bid is 19c a pound, made specially because of the wish of the buyer to establish a new market level; but thus far the producers of New York Special Tallow have not seen fit to accept this price, mainly because it will take several weeks to complete deliveries of their recent sales.

With the present very unfavorable outlook for prices for glycerine, soap makers are not inclined to take on further supplies at the present high prices, until they can discern the trend of affairs likely to come to pass after the first of the year; and we may therefore look for a dull quiet market in which the seller may be compelled to give way to the views of the buyer.

There seems to be a considerable difference of opinion regarding the course of the markets after the temporary effect of the armistice has worn off; some believing that the needs of Europe, which term would include Germany and Austria, will be very large for fats and oils, both edible and inedible; and that as soon as shipping facilities can be furnished and the government permits exportations, large quantities will be shipped, thereby sustaining values here. Others believe that Europe will draw her supplies mainly from Argentina and Australasia; and that the market here will sag of its own weight and have a considerable break compared with present prices.

Within the past four months, prices for tallow have gone to record prices; and it may be in order for a reaction to a lower basis; nevertheless, it seems unlikely that we shall see a heavy break in prices; and undoubtedly supplies in the hands of the largest soap manufacturers are not apt, at present, to be so large as to carry them into the early spring; and we may therefore look to a resumption of purchases in the near future. Should tallow, of the New York special grade and quality, become available at 17c-18c it is likely that sufficient material would be taken from the market to make prices steady.

Greases have been selling at more than the usual discount under tallow, and at present have a merely nominal market.

TOBIAS T. BERGMAN.

New York, November 19, 1918.

### GLYCERINE.

(Specially Written for this Journal by W. A. Stopford.)

The market has been maintained at the so-called "fixed prices" of 58c., in bulk, for November and 56c. for December. The negotiations for dynamite glycerine for the Allies

for the first half of 1919 have fallen through, owing to the signing of the armistice with Germany, and it is stated now that there will be no purchase made; this removes an outlet for a large part of the year's production and has had a very unfavorable influence on the market. Without action by the Government, the price for next year is likely to be very much less than it is today, and it is almost impossible to predict what can be expected. Buyers, naturally, are averse to committing themselves on forward contracts. The one factor in the situation, which may have some effect in preventing a severe decline, is the firmness in the fat and oil markets, and the prospective demand, for these commodities, from abroad, which will, undoubtedly maintain their values.

### VEGETABLE OILS.

*Specially Written for this Journal by Edgar H. Loing.*

The market covering the various grades of vegetable oils is in a very stagnant condition, and most of the large operators are marking time watching developments, buyers of all the various lines for which these oils are used have withdrawn from the market, evidently preferring to await developments rather than stock up on the uncertain basis of values ahead of them. The keynote of the entire situation boils down to the export permits which, up to the present moment the War Trade Board have refused to grant, notwithstanding the fact that the best posted merchants have notified the authorities that it is their opinion that sufficient stock is in sight to fill urgent export requirements to Scandinavian points, England and France. Sooner or later these exports must be passed either for Government account, or by the dropping of the bars and allowing the merchants to do their own exporting, and this condition it is hoped will be an accomplished fact in the very near future, and will eliminate the present chaotic condition of values and relieve our merchants of considerable surplus stock. If this position is not accepted

(Continued on preceding page.)

### SOAP MATERIALS.

Glycerine, C. P., 56@58c.  
 Dynamite, 58c.  
 Crude soap lye, 80 per cent, loose 25c.  
 Saponification, 80 per cent, loose 28c.  
 Castor oil, No. 3, 42@45c.  
 Cocoanut, Cochin, 23@24c., Ceylon, nominal.  
 Cocoanut oil, domestic Cochin, 19 $\frac{1}{2}$ @19 $\frac{1}{4}$ c.; domestic Ceylon, 18 $\frac{1}{4}$ @18 $\frac{1}{2}$ c.  
 Corn, crude, \$17.75@18.00, nominal.  
 Cottonseed, crude, tanks, 17 $\frac{1}{2}$ c. lb.; refined, 21@22c. lb.  
 Olive, denatured, \$4.50@5.00 gal.; prime foots, 45@47c. per lb.  
 Palm, lagos, 40@45c., nominal; red prime, 40@45c.  
 Palm kernel oil, domestic, 17 $\frac{1}{2}$ @18c., nominal.  
 Peanut, crude, \$1.36@1.37 gal. f. o. b. mill.  
 Red oil, saponification, 17@17 $\frac{1}{2}$ c.  
 Soya bean, 18 $\frac{1}{4}$ @18 $\frac{1}{2}$ c., nominal.  
 Tallow, special loose, New York, 18c. asked; tallow, city, 17 $\frac{1}{4}$ c. asked; grease, yellow, 15 $\frac{1}{4}$ @16c.; brown, 15@15 $\frac{1}{2}$ c.  
 Chemicals, etc., Borax crystals and granular, 8@8 $\frac{1}{4}$ c.  
 Caustic potash, 88 to 92 per cent, 61@65c.  
 Caustic soda, 76 per cent., \$3.80@3.90 per 100 pounds.  
 Carbonate potash, calcined, 80 to 85 per cent., 40@45c.  
 Salt, common, fine, \$1.08@2.10.  
 Soda ash, 58 per cent., \$2.60@3.40 per 100 pounds.  
 Soda silicate, "iron free," 5 $\frac{1}{4}$ @6c.  
 Sulphuric acid, 60 degrees, \$16.00@23.00 per ton.  
 Starch, pearl, \$5.50@6.00; powdered, \$6.00@6.50.  
 Stearic acid, single pressed, 23@24c.  
 Stearic acid, double pressed, 25c.  
 Stearic acid, triple pressed, 26c.  
 Stearate of zinc, 52c.  
 Zinc, oxide, American, 13@15c.  
 Rosin, water white, \$18.25 per barrel.  
 Rosin, window glass, \$18.00 per barrel.  
 Rosin, Nancy, \$17.75 per barrel.  
 Rosin, Mary, \$17.65 per barrel.

# “The Colgate Plan” of Price Protection is Upheld by the U. S. Court

## A DECISION OF VITAL IMPORTANCE TO ALL MERCHANTS

The United States District Court has decided in our favor the suit brought against us by the Attorney General, and the indictment has been dismissed. The decision is a complete vindication of our policy of refusing to sell to price cutters.

The vital question raised by the suit is stated in the opinion of the Court to be “how far one may control and dispose of his own property.” Answering that question, the Court recognizes and affirms the right of a manufacturer or anyone else to sell his goods or not, as he pleases.

The decision points out that the Company has no monopoly and that it is not even charged that its prices are unreasonable. It is subject to the keenest competition from other manufacturers, which insures that the re-sale prices which it suggests must always be fair and reasonable.

The decision is particularly gratifying to us because this sales policy has come, among the trade, to be identified with our house as the “Colgate Plan”; and it was not inappropriate that it fell to us to defend it in the courts.

It was not an agreeable thing to invite an indictment (which the Company could have avoided, had it been willing to abandon its effort to preserve fair and reasonable prices) or to enter into a contest, particularly at this time, with any department of our Government. But we stood for a principle, and would not decline the issue.

The right of a manufacturer to select his own customers is upheld. The idea is repudiated that a cut-throat dealer can elect to use some well-known article in a ruinous price-cutting war upon his competitors, and can compel the manufacturer, against his will, to keep him supplied with the means of carrying on this commercial piracy.

Yours very truly,



# "Proctor" YOUR DRYING DRYERS Can It Be Improved?

The physical laws relating to drying are known. Anybody can build a dryer that will dry. Nature plays no favorites as to the amount of heat required to vaporize a pound of water.

But when it comes to building a dryer that will give maximum capacity without injuring the material, that will eliminate or economize hand labor, that will use the least amount of power, that will substitute exhaust steam for live steam, long experience, an extensive business and a highly skilled, specialized engineering staff help in combining the latest and best in methods and apparatus to meet requirements successfully.

Our specialized publications contain much information which you might find of interest. State the nature of your work and the appropriate booklet will be sent.

THE PHILADELPHIA TEXTILE MACHINERY CO.  
PHILADELPHIA, PA.

We have been longest in the business of building drying machinery for the textile industry, have built the most dryers and have regularly maintained a research and development department to study special requirements and to keep always a little ahead.

Submit your drying problems to us, explaining fully the nature of the material, the amount of water to be removed, what operations or processes precede the dryer and what follow, the present method of drying, its results and shortcomings, the space you have available for a dryer, steam pressure and whether there is any exhaust steam available, capacity required, etc.

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ALL GRADES

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FOR SEPARATING GLYCERINE  
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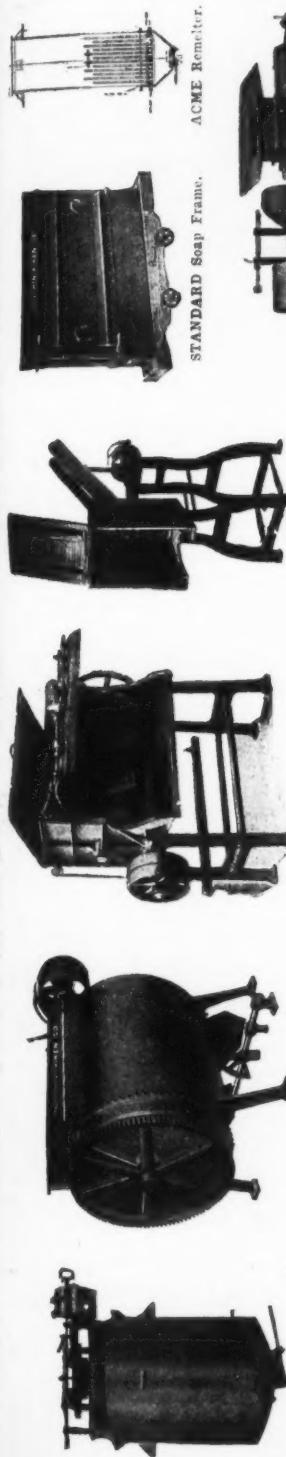
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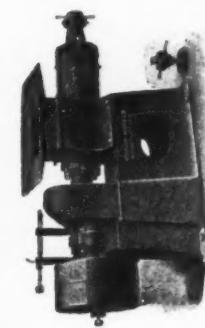
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ACME Remelter.



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2-, 3- and 4-Roll Soap Mills.



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Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chippers, Mills, Plodders, Soap Dies, Perfume Mixers

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## CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

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### HELP AND SITUATIONS WANTED

PERFUMER of wide experience in the manufacture of perfumes, creams, powders, flavoring extracts, etc., desires position. Or, to a party wishing to enter this business, will give my practical knowledge for a part interest therein. Address S. W. No. 585, care of this journal.

CHEMIST wishes connection with reliable, progressive concern. Widely experienced this side and abroad in the manufacture of a full line of toilet specialties, perfumery and pharmaceutical products. Well acquainted with the market condition, knows how to buy, can handle help and take charge of the production from compounding to shipping. Will only consider position with exceptional chance for advancement. Salary \$2,400 per annum or prefer bonus or share proposition. Address S. W. No. 568, care of this journal.

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POSITION WANTED, by practical soapmaker; can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W. No. 561, care of this journal.

WANTED—An experienced salesman or responsible firm to represent in the middle west a progressive Eastern manufacturing concern of perfumer's and soapmaker's raw materials, on salary or commission basis. Address H. W. No. 590, care of this journal.

SITUATION WANTED—A man of long experience in laboratory of synthetic house blending oils for perfumery and toilet preparations desires position either as salesman or in laboratory. Will also consider position as assistant to perfumer on finished products. Can furnish most excellent reference. Address S. W. No. 584, care of this journal.

(Continued on page 60.)



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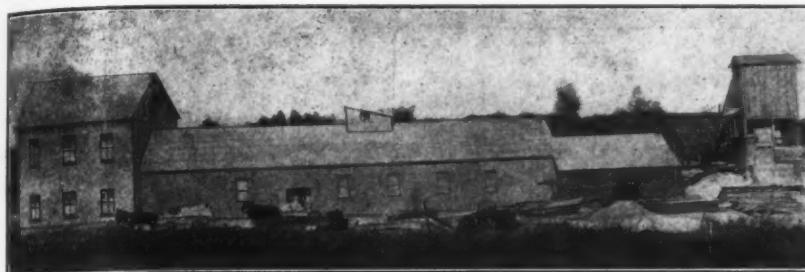
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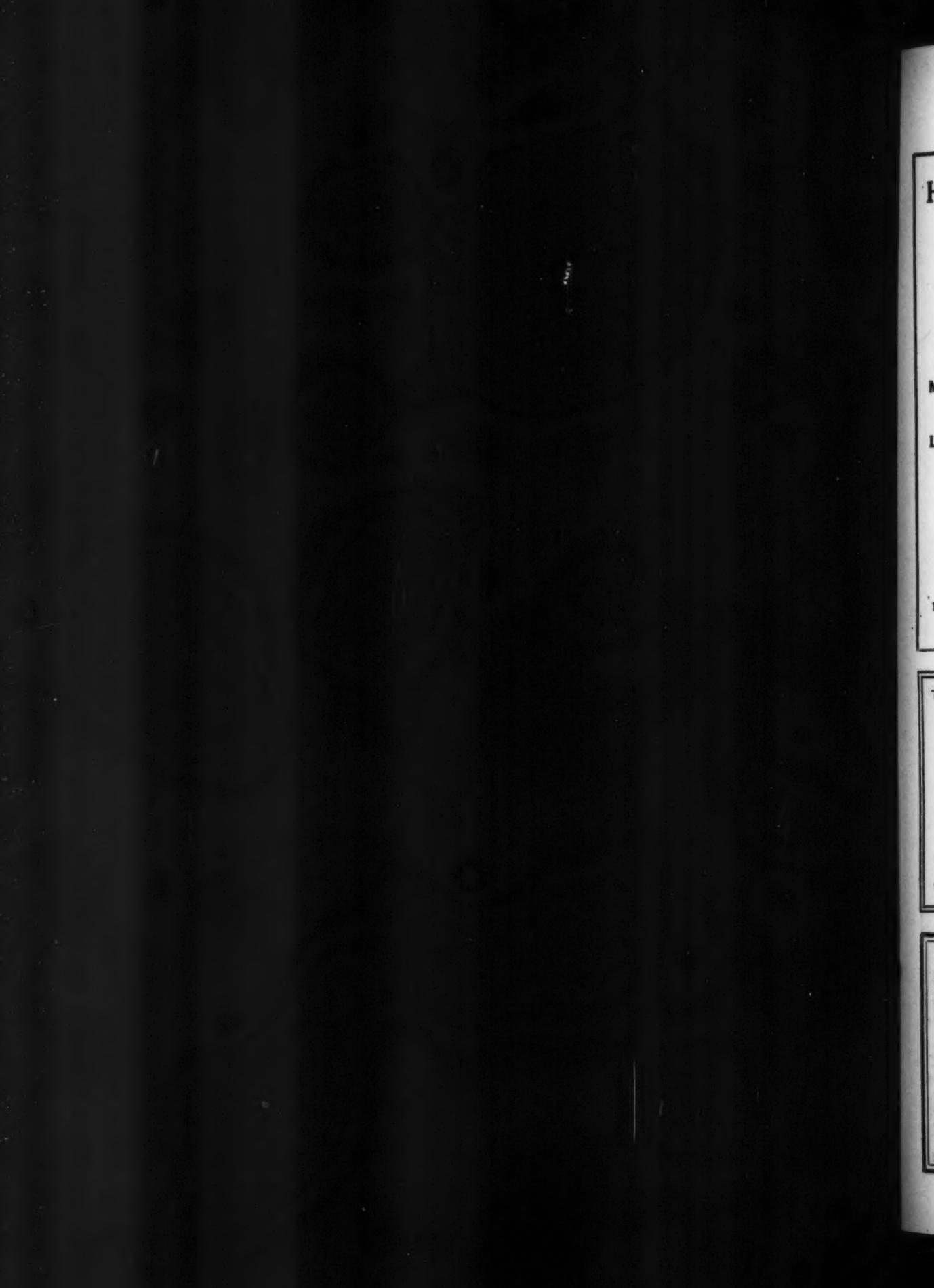
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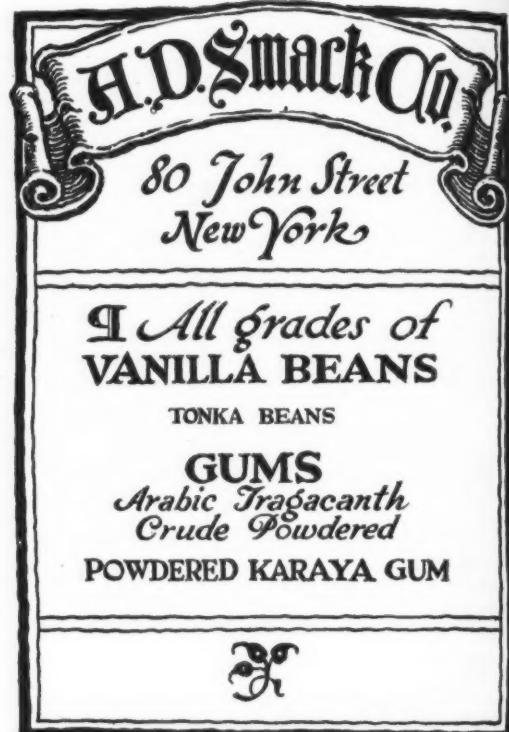


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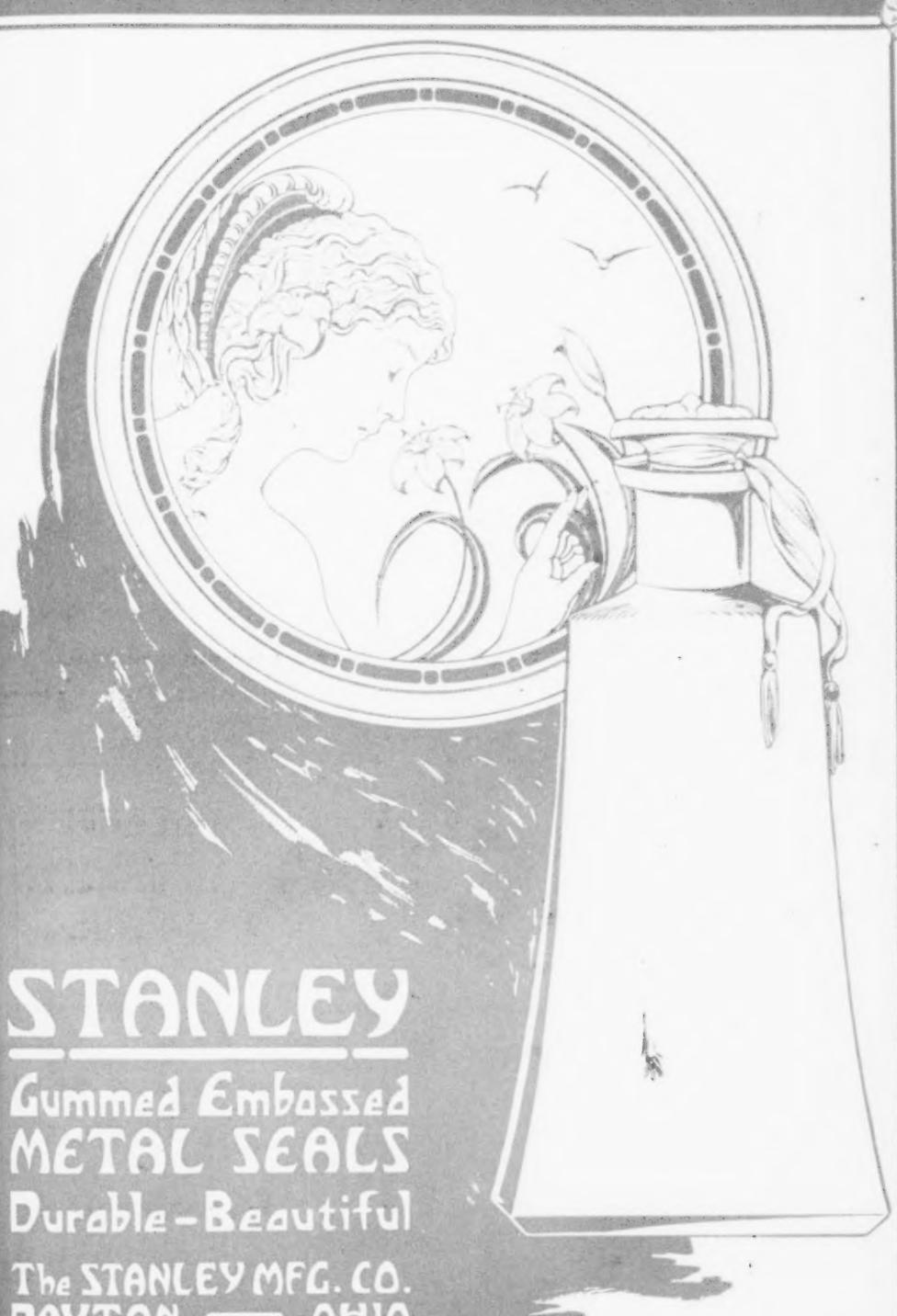
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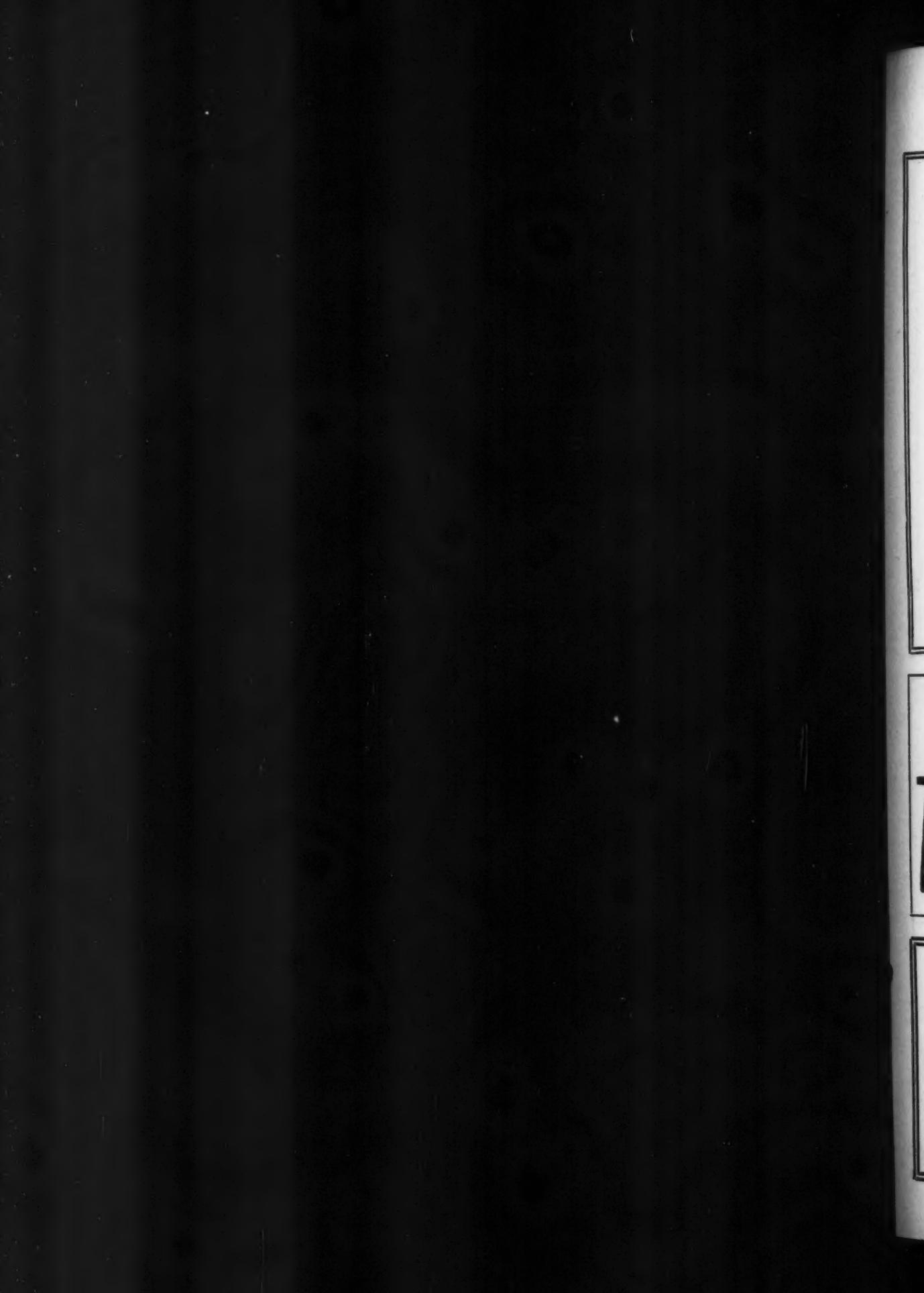


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(Continued from page 38.)

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For Tooth Pastes, Tooth Powders, Mouth Washes and Shampoo Lotions

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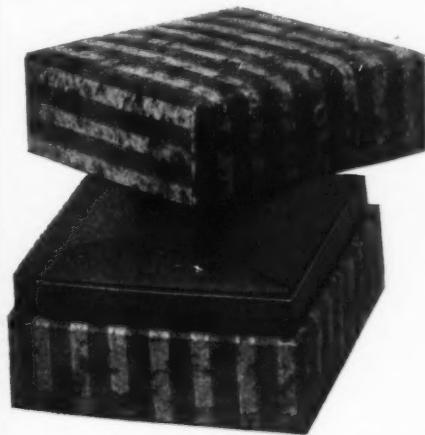
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